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Fortifying the Future of Warehousing

Hand-Writing
on the Wall

By H. A. HARING

IN these business days when the horizon is dark it may be well to remind ourselves that the warehousing industry will not be blotted out. Warehousing will go on. The storing of goods is old, nearly as old as man, because man's greatest improvement on the animals that preceded him was the human ability to plan for the future.

This plan takes the form of storing today's surplus for tomorrow's needs. The human race has accumulated all its wealth through this process of saving the surplus and storing it. As long as the race endures just so long will warehousing be necessary—it will, indeed, increase in necessity as our nation grows richer and more industrialized.

The storing of goods, for another matter, is older than transportation. Today, with our transportation so complex and factoring so large in everything we do, storing is still more essential to the human race than transportation. The richest nation on earth, with all our vaunted civilization and our immense resources, would starve in three months without warehousing. New York City would starve in a single week.

At such a time as this it is well thus to remind ourselves that warehousing will go on.

Yet, both for merchandise and for cold storage, it is possible for men in the industry to go forward with

more confidence if they vision clearly what lies ahead. One method to make sure we are working straight for the best outcome is to answer for ourselves such a question as: "What is the most pressing need of our warehousing?"

"The most pressing need of warehousing!" What a question! I can hear, from every reader of this page, the answer unanimous, and expressed in words of certain meaning. The answer consists of two words, and only two, and they are: "More business."

"More business"—that is the greatest need of the warehouses. "Send us along five carloads of eggs," some readers will quickly think to themselves, "with the freight paid." Or, from another group the answer takes the form of: "Show us a lot of 250 refrigerators headed for our siding."

Yes, "more business," more volume of goods in store, would answer the question. All the industry's troubles would disappear with the next month's billing if the houses could be jumped from their present 35 or 50 per cent of occupied space to 75 or 80 per cent.

But, without going into details because the facts are so well known, it is not possible for anyone to turn medicineman and prescribe for the houses any rule that will fill them to 100 per cent—certainly not for the year immediately ahead of us.

THOSE gladsome days of fourteen years ago, when accounts were turned down because the walls already were bulging—those days are gone. They surely will not return during 1932. They may not, for the industry as a whole, return during the lifetime of any one of us.

No. Everyone who knows anything about the industry knows the sad truth.

If, therefore, the warehouses expect to show a profit, there will be no gain through day-dreaming of mountainous lots of goods. We may as well admit the facts. The conditions have changed. The conditions which filled the houses

with goods and which brought a general breakdown of all our quick-freezers are no longer upon us.

If a profit is to be had, it must be earned from some other source.

We face a new era in business.

Conditions are changing all about us. Warehousing is changing, too. Ten

years, even five of them, have wrought such terrific transformations that most of us are lost. We know that the volume of goods in store has gone down, and, with it, nearly all the profits. The houses need more volume to store, they need it terribly, but no one seems to know where or how to get it.

With these changes one thing is pretty sure.

A long period lies ahead before business will be booming. For those interested in the warehousing industry this means that we are a long distance, possibly a very long one, from 100 per cent space occupancy, or even 75 per cent.

However long this time of waiting may be—six months, or until “after election day” next November, or until the year 1935—we as warehousemen must carry on the business. Every month each management must face wages and salaries, rent and interest, upkeep and taxes. And, even though the warehouses hold in store butter and eggs enough to feed a nation or canned goods sufficient for half the world, the operators are not permitted to set their own tables from these goods in store. The warehousemen must look, therefore, to the operation of the houses to make their own keep. The warehouses must, somehow, be so managed even during the time of depression as to earn something above their expenses—something for the owners so that they may live.

Or, let us state this pressing problem another way.

It is not humanly possible to fill the warehouses at this time. The most pressing need becomes, therefore, a matter of discovering some way to increase the earnings in the face of a declining volume. If volume will not go up, is there some way to earn more from present volume? Is it possible to find a way for more stockturns, greater throughout, from the present accounts?

I believe it is.

As I look at our warehousing, in this, the first quarter of 1932, I am beginning to think that we have been blind. I believe that for several years we have missed the handwriting on the wall, lacking, possibly, the vision to interpret what everyone of us has seen and we all have talked about, but have not understood. I believe the way out lies rather plainly ahead of us, although we have been a trifle slow to discern the pathway.

Change Is in the Air

NOR should we jump at conclusions. Warehousing is not the only sufferer among industries.

The changing economic system has played havoc with one industry after another. All are undergoing flux and flow. Change is all about us, and, by noting what upsets change has brought upon others, we shall avoid rashly concluding that all is dark for ourselves.

Think, if you will, of your own city. Think of the concern which was your leading grocery ten years ago. Can you remember even the name? It is

probably gone from the business map of the city. Its name is in neither the city directory nor the telephone book. All the fine reputation it built up through thirty or forty years of fair dealings has been utterly swept away.

Not through any fault of its own, either, has this come about. Not a bit of it! The chain store has engulfed it. Why? Merely because the older type of grocer was not able to adjust his business methods to fast-changing conditions. Because the chain grocery better fits the needs of today. The year 1920 was one thing; 1932 is another—as the grocery trades have learned to their sorrow.

Think of all the wholesalers and jobbing houses which, ten years ago, were flourishing institutions of your city. At that time the plain single-name sixty-days' note of a wholesaler was the best paper handled by the banks. What does a bank think of such paper today?

Think of the hotels.

Have you forgotten that drive in your city four years ago—or was it six?—when every business man subscribed for stock to build a ten-story hotel, designed to be a fit monument to your city? What is that stock worth now? The hotel is a monument in a sense not contemplated when a rousing meeting put over the project, but, just now, the hotel's management is worried as much as some warehousemen are. The hotel hardly knows what a credit balance at the bank looks like. The fine building stands on your best downtown corner. Its stone and steel and concrete are there, but—the business has changed!

And why?

Depression has hurt, of course. But the hotels' troubles lie deeper than that. When this depression will have been forgotten their worries will not be over. Changing times have brought into being a new sort of competition—a thing the hotel man quite overlooked in 1925 and 1926. But, today, any one of us with his own eyes may see that competition merely by driving an automobile a mile or two—city street will do quite as well as country road. That new competition calls itself by such names as these: “Rooms for Tourists” or “Cabins for Tourists” or “Overnight Guests Taken Here” or “Rooms, With Bath and Free Garage.”

You also know the rest of the story, which is, for the hotel man, the sadder and the more bitter. For, as he has learned, it is not solely the vacationist who heeds these roadside signs. The salesman, whether traveling on “expense account” or “on his own,” has quit the hotels as he has forgotten the railroads. He rides from town to town in a gasoline vehicle. He no longer pays \$3 or \$3.50 for a room overnight, plus another 50 cents to garage his car. No. He now stops along the roadside for \$1 and the car “free.” Yes, hotel man and warehouseman have something in common!

Or, turn your thinking to a smaller industry. Think of the professional photographer. In your city there may

today be three or four left, where ten years ago there were a hundred. Here is an established profession gone to the discard and through no fault of its own. Changing conditions have developed a new form of competition that has ruined the business.

Such a concern as the Eastman Kodak Company has taught ten thousand persons in your city how to make really good snapshots for about seven cents apiece. A likeness of a dog or a child, a grown-up or a group, may be enlarged by leaving at at the corner drug store. It quickly becomes a satisfactory photograph, and at a cost of ten cents or a quarter. Look at your office desk, or the library table at home, to see what this has done to the professional photographer.

As yet another competitor, the photographer faces even worse rivalry. Any department store in your city will make a full-sized photograph of you for one dollar and deliver it tomorrow. You need not telephone ahead to make an appointment for next week, as you would with your dentist or medical specialist. You walk into the department store during the noon hour and have a photograph made about as informally as you buy a hat. That fine photograph of your grandchild, given you last Christmas morning, all prettily wrapped with tissue and ribbon, was made at the department store. It cost the fond parent just one dollar. The department store does not require the customer to buy a dozen pictures for twenty dollars and wait two weeks for delivery; it sells one photograph, for one dollar, in one day. And, during the January clearance sales and the August mid-summer sales, the price is often cut to fifty cents.

Small wonder, then, that the professional photographer has disappeared from the business picture. Changing conditions have been his undoing.

Or, if you will, think of the professional dry cleaner.

In the month of August, 1930, there was put on the market an attachment for washing machines so that dry cleaning may be done in the home. Since that month a separate domestic dry cleaner has appeared—one of the so-called “midget” products of 1930—which is about the size of two hats or a gallon thermos bottle. It may be set on the kitchen table when in use, and shoved onto a shelf when not wanted. Either of these machines will do for 15 or 20 cents, and in fifteen minutes of time, what formerly cost \$1.50 and took three days. Is it surprising that the dry cleaner is cutting the price cards in his window to half what they were only two years ago or that he is going out of business altogether?

Or, think of the banks. Or of the coal mines. Or of the railroads. But, not to catalog them all, it is the same for every one. Not a single industry has been overlooked by changing conditions.

Change is everywhere about us. It is the big thing of the times. Ware-

housing cannot hope to escape the common lot. Warehousing has not been spared in the past, nor will it in the future be spared. We may as well accept the inevitable by recognizing that new competition will develop. Either warehousing will adjust itself to these altered conditions or warehousing will succumb and go into the discard.

Squatters

AND so, from warehouseman up and down the country, reports come to me of things that are "ruining the business." As once before listed in these pages, these men name five competitors in city after city. These five recur so often that they must be fairly common throughout the country. The five are:

1. Trucks and truck depots.
2. Inland waterways and their free storing of goods.
3. Store-door delivery and pick-up by the railroads.
4. Warehousing by the railroads, directly and indirectly, and their "absorption" of many costs for handling goods in transit.
5. The quantity of distress space available in downtown sections of the cities, those spaces being vacant stores and offices, showrooms and factories.

Here are five of the most common—but by no means all—new competitors of the warehouse. Not one of them is entirely new, but all have broken out with fresh virulence to trouble the warehouses these two years. As Mr. Hoover used to word it, they are "tormentors of our progress."

Each of these competitors is reaching out for goods to store. Every lot of goods corraled by any one of them means a lot of goods lost to the professional warehousing industry.

These competitors are nothing better than squatters on your premises—squatters who have flocked in where they smell a bit of easy money; who deliberately plan to grab profits where they have done no work; who will snatch off what they can and then melt away like a spring snowfall. For, like all squatters, these competitors will fold up their tents and decamp as soon as they find squatting does not pay, but they will build of stone and concrete anywhere that their shanties happen to stand on top of a gold mine.

"Something must be done to stop them." I wonder how many times different men have said that to me! "Something must be done to stop all this encroaching; it's not fair, it's not right." In the single month of December of this winter more than forty warehousemen wrote me those very words or their close equivalent.

Yes, by all means, stop them! Shoo the squatters; run them off the lot. To do this the American Warehousemen's Association, through officers and committees, is properly alert. The association is hot in the fight to shoo off these squatters. It is appealing to the law, the Courts, the Interstate Commerce Commission, the American Railway Association, and similar bodies, in the hope

of protecting the rights of warehousemen.

All this is good. It will, in the end, be efficacious. But, while these slow processes of law are going on, the squatters continue to gnaw into the warehouses' proper volume. Meanwhile the warehouses do not want to go to sleep.

MR. HARING, Distribution and Warehousing's contributing editor, was guest speaker at the Detroit convention of the American Warehousemen's Association in January and talked, at the opening general session, on "The Most Pressing Need of Our Warehousing." The accompanying article contains much of his thought there presented.

"The whole jobbing and wholesaling system has been breaking down. That breakdown has fairly flung at the warehouse a wonderful opportunity," Mr. Haring points out. "I look forward to the time when the public warehouseman will become almost a jobber of goods. . . . I see no reason why the warehouse should not offer a 'sales service' in addition to what it already is doing to store and handle the goods. . . . The alert warehouseman could do many things to help the account market its goods. There is no reason why the warehouse should not build up a small sales staff to do what the broker or the commission man had always done—to bring buyer and seller together."

Radical? Mr. Haring believes not. The warehouse industry is fighting to circumvent the storage and handling activities of truck depots, the inland waterways, the railroads' store-door delivery and pick-up, the railroad warehouses which are absorbing costs, the distress space in downtown office buildings. Times have changed; competition has stiffened.

And Mr. Haring offers his "sales service" idea as a way out.

Here is a vital suggestion in a critical period of warehousing's history. Mr. Haring interprets the handwriting on the wall.

Conditions must not put a great industry out of business. The warehouses need more earnings now, right away, without waiting for the I. C. C. or the Courts.

A Way Out

There is a way out. At least I believe there is, and, so far as an outsider can visualize the warehousing in-

dustry, there is only one way out at the present time. I think, too, that we have been partially blind not to have perceived it before. The handwriting has been on the wall a long time; we lacked a clear-seeing prophet to interpret it.

The warehouse, cold storage and merchandise alike may fill in the gap of lost earnings. To do this it should add to its services. If the warehouse can do more for the client, especially if it can make money for him, the warehouse itself will prosper.

May I illustrate what I am coming to?

One day last January, in Cleveland, I sat in the office of a man who employs about 600 hands, all men. The approach from street to his office building was a jostling crowd of men, milling back and forth. They were, as anyone could see, looking for work. On the door, however, was hung a sign of "No Help Wanted." As each new-comer shoved his way up to the door, he caught a glimpse of this sign, turned away in disappointment, and joined the grumbling crowd. The prospect of a job was, to all appearances, perfectly hopeless.

But, within the office, the manager himself gave me a happy surprise. His first statement was the expected one:

"Oh, yes, they're here all the time, poor duffers. We're carrying more men on the payroll already than we really need. We can't take them on."

"But," he continued—and here came the thrill to me as I listened to his running comments on the situation—"maybe you'll be surprised when I tell you that I do hire eight or ten a week."

"All those fellows outside want a job. They ask for 'a job'—just that. They really want the pay, and nine-tenths of them wouldn't care one nickel about what they delivered to us in return for the money. That's where an occasional one lands a job. For, it happens every week, one or two of them will walk right through the door and persuade the doorman and my clerks to let him get to me, and then he'll plump out some idea of what he can do for us. Get the difference? *Do for us!* That gets me, every time. Instead of *wanting* something, such a fellow *offers* something. He comes to me with an *idea*—maybe it's crude and half-baked, but it's an idea just the same. And ideas mean money."

"Yesterday this is what happened. It's a better-than-average case. Two young fellows came in together, carrying a kit of tools. In about one minute they showed me an idea they'd worked out about pipe fittings—right in our line. I saw at once that it was good. I hired them on the spot. I can't afford to let two such lads work for any other plant in Cleveland. They're the stuff that inventions come from."

The difference, as this manager told me this tale, was plain. Do you get it? Do I convey the thought to you?

Most items of expenditure, in any business, mean the outgo of so many dollars. No one can see that the expense creates a profit. But, let that expense be one that shows up in profits

right away, and the money is paid out gladly and cheerfully.

This illustration is more than a story. It has, I hope, an application to our warehousing.

I believe it points the way out.

Make Money for Patrons

WHAT I am about to suggest may sound academic. It may, at first thought, strike you as impracticable or too remote from warehousing, as we have practiced the profession, to turn a business depression into dividends. I believe, however, that that first impression will give way to a more sober second consideration. I believe that, after due weighing, the industry will find here a suggestion of the way out.

The warehouse must add to its present services—add to them by bringing to its patrons ideas that will make money for the patrons. Will you read that again? The warehouse must add to its services by bringing ideas to its patrons that will make money for the patron.

The changing times and the dangerous competition of squatters makes it necessary that the warehouse alter its mode of doing business.

It is no longer sufficient to say to an account: "Store in our warehouse and save money." All the distress space in your downtown district is already doing this—yelling it so loud that it hurts!

The keynote of business for 1932 is not what it has been for about two years. We are no longer interested in "how to save money." The manufacturer knows how to do that without your help. If he does not, his traffic manager does. No. The keynote for the immediate future is slightly different. It is "how to make money"—not "save," but "make."

It is, therefore, my calm judgment that the warehouses must add to their services. I do not by this mean to propose that they should get out of their proper field. They need not go far afield to find the new services. Not at all. The added services should be closely related to the storing and handling of goods.

We have been accustomed to speak of the warehouse as one link in the distribution of goods. It is a "link." It is not the whole chain. Other "links" in that chain of distribution are such services as selling the goods, obtaining market information, getting credit information, keeping an eye on local political conditions and political upheavals, maintaining friendly relations between buyer and seller, conditioning and repairing the product, quickly supplying parts and accessories, and the like. These "links," one and all, make up the "sales service." For, in its essence, marketing consists of two parts—first, handling of goods; second, the "sales service." The first of these two parts is already performed by the warehouse. I have come to the conclusion that its future lies in the doing of more and more of the "sales service" also.

Hand-Writing on the Wall

LOOK, for a moment, at the hand-writing on the wall. It has been glowing there, right before our eyes, for five years past, nearly ten. We seem not to have understood it, although we have talked about it.

Right before our very eyes the whole jobbing and wholesaling system has been breaking down. That breakdown has fairly flung at the warehouses a wonderful opportunity—an opportunity open to the professional warehouseman, but—thank God!—closed to the squatters on our sand-lot.

In one sense, I now look forward to the time when the public warehouse will become almost a jobber of goods. Yes, I mean it—a jobber! We have seen the jobber himself nearly eliminated from trade after trade in these recent years. Changing times have been more than they could endure. Today their eight- and ten-story buildings are boarded up; their names no longer in the telephone directory. And, with the passing of established wholesale houses, have disappeared also a world of parlor jobbers and factors and brokers and special sales representatives and commission men and in-betweens of queer names and questionable usefulness.

Yet, you know quite well, manufacturers numbering hundreds have missed the jobber and the broker.

Selling goods is not today so easy as it was in the roaring days of 1928. Nothing, just now, sounds half so good to a manufacturer as a hint like "Mr. A's in the market to buy" or "I know a concern, the B Company, that would be interested in your line." There are hundreds—yes, I say it deliberately—hundreds of manufacturers who today need, and need terribly, some sort of "sales service" in your city. (In making this statement I refer, of course, to lines of goods which would not interfere with your maintaining the goodwill of established wholesalers in your city.)

For manufacturers of this sort I see no good reason why the warehouse should not offer a "sales service," in addition to what it already is doing to store and to handle the goods. I would not lay down a hard and fast formula of what that "service" should be. In all probability no two warehouses would do it exactly alike; possibly no two manufacturers want it precisely identical.

A beginning has been made. The sales office in the warehouse building is a first step. The sales mart is a second. Handling goods on the accredited-list basis is a third. The collection service is certainly a fourth.

But I have in mind more, far more. The alert warehouseman could do many things to help the account to market its goods. There is no reason in the world why the warehouse should not build up a small sales staff to do what the broker or the commission man had always done—to bring buyer and seller together.

There is another possibility.

You, yourself, as manager of the house, can do more single-handed than

any staff of salesmen you can hire. In a manner more informal than is possible for a salesman you can often bring seller and buyer together. To the account such a bringing together is spoken of as a "sales lead." Any live "lead" is worth money to your patron. It is an idea, like that of the two lads in Cleveland looking for a job, which means profits—and profits are the one thing most desired by your accounts. One such sales "lead" in six months, even one a year, to each account in the warehouse would make your house stand out like the proverbial sore thumb in the memory of a manufacturer.

In thus thinking of the warehouse offering a "sales service" I am not considering such accounts as Atwater Kent or GE Refrigerators or Kraft Cheese or California Packing. They possess complete selling organization which already cover your market like a tent. No. I am thinking of the smaller accounts with sales forces not so large or possibly with none at all.

You may, for instance, know that someone in your city is about to open up a new business, or plan to re-equip his plant, or come into the market for fencing or insulation board or some implement. You have this information a month, maybe two months, before the manufacturer will get a hint through his trade channels. Here is your opportunity to pass on a sales "lead."

It may, of course, result in nothing. If so, you are not out a single dollar. Surely no harm could have been done. Out of ten such efforts on your part, however, a few will bring a sale to your account. Then, for that account, your warehouse has registered a "sales service" far more important, a dozen times more important, in the eyes of your patron than a whole twelvemonth of faultless storing and handling. Your warehouse has then chalked up an indelible mark on the profit-and-loss account of your patron.

Examples of "Sales Service"

NOR is this suggestion at all impossible.

May I pass on three illustrations of the thing I have in mind? I regret only that the ethics of my position—standing, as I do, half-way between so many warehousemen and so many of their accounts—makes it necessary to withhold names of products and of men. The names would make these illustrations more real.

1. A manufacturer of stoves in Ohio had a jobber at Albany. He also maintained a fair stock with an Albany warehouse. The warehouseman is director of a bank. In a thoroughly proper and ethical manner the warehouseman let the Ohio manufacturer know that he possessed information he would like to pass on, the suggestion being that some time when a confidential employee was coming to the East he should stop off an hour at Albany. In due time the manufacturer's assistant treasurer made the visit. He learned that a loss was ahead if unpaid-for stocks were to re-

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COMING—

in APRIL, MAY and JUNE:

Haring Articles on Space Rentals in Public Warehouses

IN *Distribution and Warehousing's* three issues ahead, H. A. Haring, contributing editor, will present the results of a first-hand investigation into space rentals in public warehouses as the custom prevailed at the close of 1931. More than four hundred storage executives have cooperated in this study by furnishing information, passing on hints from their experiences, and often revealing conditions which they would hardly wish a competitor in the same city to know.

Once again Mr. Haring's impartiality as an investigator has been abundantly justified. As an "outsider" he has learned intimate facts which probably no warehouseman could ferret out, nor any special committee of an association.

Names and identifying statements will, necessarily, be withheld. Indeed most of the information was obtained under an agreement that no one other than Mr. Haring himself should ever have access to the original replies. No eye except his will ever see them, for the reason that, after completion of this study, the questionnaires, the voluminous correspondence and all supporting data are being destroyed.

The written replies have been supplemented by personal talks with warehousemen and traffic executives in all parts of the country.

Altogether this is one of the most illuminating and instructive inquiries ever made into the warehousing industry.

IN APRIL:

Space rentals at the close of 1931. The changes in quantity of space under lease to "accounts" as compared with 1930; the rates in effect; the adjustment of these rates to business conditions; the type of commodities for which leases are made. Do space rentals net the warehouseman more, or less, for the space used than the average income of the house for open storing? A similar discussion will cover the experience of warehousemen in providing office space for tenants.

IN MAY:

Opinions of warehousemen as to the benefits of space rentals. The disadvantages. Is rental of space to certain types of "accounts" a necessary step in the operation of a modern warehouse? To offset high overhead? A necessary scheme in the competition for "accounts"? What is the trend, and the prospect immediately ahead of the industry, as revealed by 1931?

IN JUNE:

Space rentals as viewed by patrons of the warehouses. The experiences of more than sixty "accounts"—principally those which have consistently been tenants on this basis. A few who have pursued an adverse policy and a small group of those who have operated under both plans—open storage on a tonnage basis, and leased space manned by their own employees.

**Sales and Traffic Executives Will be Interested Equally
with Warehousemen in These New Haring Articles**

main with the jobbing house. Then, quietly, spreading the process over two months of time, the manufacturer changed the way of covering the Albany market. He accumulated more stock with the warehouse, slowly cut down consigned stocks with the jobber, and, when the proper time came, issued statements to all the trade to the effect that reserve stocks were now at the warehouse. When the crash came, the Ohio firm lost nothing. Nor had the manufacturer aroused either suspicion or resentment with the jobber. The warehouseman rendered a "sales service" worth thousands of dollars and harmed no one.

2. A manufacturer of fertilizer, the president of the corporation, told me the following one day last September:

"That warehouse manager, out in that county-seat town of Iowa, gave our company the basic idea for all our advertising. The idea was so good and we liked it so much that we sent him a check for five hundred dollars. He returned the check. His letter said he was proud to have helped sell fertilizer and that all the pay he wanted was for us to keep on storing fertilizer with him. Can you beat that?"

"Not another warehouseman ever gave us an idea. Of course, we have no right to complain; for it's not their business to think for us. But you can believe that we give that Iowa warehouse all the goods it can comfortably hold, season or no season. Any warehouseman with such brains shall have all we can do for him."

3. In one of the seaboard cities a maker of drugs sells through brokers. He is not by any means one of the "big ten" among drug manufacturers, but he is an important house. The company maintains stocks in about eighty cities, sometimes with jobbers and sometimes with warehouses.

One year ago last January, at the annual convention of their brokers, that broker who won first prize for the year (awarded for number and value of new accounts put on the books) told their convention something like this:

"Boys, you know I had an accident during the year. I was laid up three months. That three months was the time when I won this year's prize, opened up all those new accounts! Spoofing you? Not on your life! Simple as eating.

"The firm keeps a stock with Warehouse A in Bigtown, my home town. Well, that warehouse couldn't keep their two solicitors busy—because warehousing has been hit hard—and one of their men filled in for me while I was laid up. It was their suggestion and they wouldn't let me pay a thing but his expenses. That solicitor said it was easier to call on every drug store on a street than to tote along my list of customers.

"I reported it all to our home office, thinking I hadn't any right to this prize. But they told me to forget it and that they'd see that the warehouse loses nothing.

"And, to complete this story, less than a month ago Warehouseman A, whose solicitor had thus helped out, told me that the drug manufacturer has greatly increased his volume in store—as a reward, without any doubt, for this form of 'sales service.'"

A Planned Service

THESE three illustrations are, as anyone will see, merely accidental. They were no part of any deliberate plan on the part of the warehouse.

Now the thing I believe the warehouses should undertake, the thing they should add to their present service, is to plan to do such things.

The warehouse must plan the addition of a service which will bring to its patrons ideas that will make money for the patron.

Such a service, such a "sales service," if you will so denominate it, will be far more valuable in the eyes of your accounts than any low quotation for space from a distress loft downtown. The squatter on our sand-lot can offer nothing to compare with such a service.

This is, in fact, the tremendous advantage of our warehouses over all these squatters—the owner of distress space has not the slightest interest in his tenant. All he wants is the rent. He wants that, too, only for a short time. As soon as a more profitable tenant shows up, puff! out goes all pretense of his being a "warehouseman." But the professional warehouseman is in the business permanently. Storing goods is his business, yesterday, today and tomorrow. The warehouseman has the

opportunity to make his "profession" something more than a hollow name.

Middlemen, thousands and thousands of them, have disappeared. Their palmy days are a thing of the past. They are gone. But their going has left a wide gap between factory and consumer—not for all goods, of course, but for many lines. The factory has lost its connecting link with the market. It is losing the market because it cannot afford the expense of selling the goods. It has lost the services formerly performed by the middleman—call him jobber or broker or factor or commission man or what you will. The middleman has gone. But distribution needs, and must have, someone, whatever be the name he bears, to render the equivalent *middle* service.

That warehouseman who during 1930 made the most money out of his business of anyone I can name has been rendering such a "sales service" to his accounts. His comment sums up, as no word of mine could do, his attitude of mind toward his accounts. He says:

"I try to work it so that every time they look at their sales chart, hanging on the office wall, they'll see my warehouse. I'm not one of their salesmen; I'm not on the payroll; but I'm one of them and they know it."

And, in thus adding a service such as the "sales service" to bridge the gap in warehouse earnings, it is well to remember that such a service is to be added to the storing and handling of goods. The new service does not displace warehousing itself. It aims to increase the goods in store. The warehouse must not forget, nor for one moment overlook, the fact that its principal business is to store goods and to handle them.

Something of this sort is to be, in my judgment, the way out. It points the route to be followed by warehouse managements to meet the most pressing problem of the times.

I believe that the disappearance of jobbing and wholesaling, from many trades, is like the handwriting on the wall. It is the "kindly light" which will lead the industry out of the slavery of depression. The warehouse can get a throttle grip on distributors of goods by planning to do for them some of the services formerly performed by their middlemen; that is, by rendering to them some form of a "sales service."

Michigan Private Contract Motor Law to Be Considered by the U. S. Supreme Court

THE Supreme Court of the United States will hear the case involving the validity of the recently-enacted Michigan statute regulating private contract motor carriers, Chief Justice Hughes announced from the bench on Jan. 25. The Court noted its probable jurisdiction of the appeal in the case of *Ogden & Moffett et al v. Michigan Public Utilities Commission*, No. 557.

The statute (Act 212 of the Michigan Public Acts of 1931) requires contract carriers by motor trucks to obtain permits from the Public Utilities Commission and to comply with rules and regu-

lations issued by the Commission under the authority of the statute.

Upheld in Lower Court

The United States District Court for the Eastern District of Michigan upheld the law and denied a petition for a preliminary injunction to restrain its enforcement. The appeal to the Supreme Court was taken from this decision. The lower Court ruled that the law does not undertake to regulate the business of private motor carriers, but only their operations upon the highways of the State.

The law is being assailed by the appellant motor carriers on the ground that the exemptions in favor of vehicles operated by governmental agencies, used for occasional accommodation transportation, for transportation of livestock, and operated by any person in the regular course of business where transporting of persons or property for hire is not any part of such person's business, constitute an unconstitutional discrimination. It is also being urged that the regulations imposed under the statute are not appropriate to a business not affected with a public interest.

Men and Women of America: RECONSTRUCTION Is in YOUR HANDS!



You have studied "depression" charts. You have heard "depression" speeches. You have read "depression" articles. You have dreamed "depression" nightmares.

If you are ready now to forget "depression" and give a thought to faith, common sense and reconstruction, come with us through this page.

☆ First, some figures—

By the end of 1930, the national wealth of America had reached the astounding sum of one hundred and ninety *billions*—one hundred and thirty-four billions more than in 1914, an increase of 71%.

In our savings banks and trust companies, we have stored up more than twenty-nine billions.

In safe-deposit boxes, in private hiding-places of all kinds, we have a billion or two more.

We have, ready for use, more than nine and a quarter million bales of cotton, valued at about three hundred millions; and four hundred and twenty-nine million bushels of wheat valued at more than two hundred and fifty-seven millions.

We possess uncounted millions of feet of unused lumber, tons of unused coal and wool and steel.

What do these stupendous figures mean?

That America has more resources than the next six nations—and can stand on its own economic feet.

That, if these resources are put to work, instead of being allowed to lie idle, America will rapidly approach a normal condition and benefit all the other nations of the world by showing a way out.

The Re-Employment Drive Is On, Too!

In nearly 11,000 cities and towns, local civic bodies, the labor organizations, employers in industry and commerce, and the American Legion, have joined together to put men and women back to work immediately. They are succeeding—by adding work, by making work, by spreading work. Already, community after community has reported employment increases. Each new employee means a new purchaser for more products of more workers. That's the circle which leads to prosperity. Go to your local organized headquarters and ask what *you* can do to help.

*Let's put this wealth
to work—NOW!*

We're going to put this wealth to work—we're going to do the sort of thing we did in 1921. Back there, three years after the war, when the country was in the depths of economic despair, the War Finance Corporation helped lead us into the light of an unprecedented period of prosperity.

"We steadied the situation," said Eugene Meyer in the reconstruction year of 1922, "by taking over the slower loans that were good, removing the necessity for forced liquidation and putting the banks in position to carry their customers for a longer period and to make new loans where adequate security could be obtained. *But our loans have done more than this—they have provided that element which is so necessary in all businesses—the element of confidence.*"

The Reconstruction Finance Corporation, of which Mr. Meyer is Chairman and General Charles G. Dawes is President, has been empowered to use a vast fund of two billions of dollars to relieve credit stringency, to strengthen the sinews of business and to restore faith.

Let's get behind it and push!

THE NATIONAL PUBLISHERS' ASSOCIATION

*"As the most nearly self-contained nation, we have within
our own boundaries the elemental factors for recovery."*

(From the Recommendation of the Committee on Unemployment Plans and Suggestions of the President's Organization on Unemployment Relief)

Household Goods Warehousing Is Sound Economically

N. F. W. A.
Convention

By KENT B. STILES

PAPERS and discussions at the best attended National Furniture Warehousemen's Association Convention in several years failed to give an observer the impression that the household goods storage business in this country is in the doldrums. The consensus of the delegates at the National's twelfth annual winter assembly appeared to be that as an industry the craft was emerging from the depression in a relatively stronger position than a great many other lines of business. Moreover, that the tough times had taught the individual executives some needed lessons which should enable them, on the return road to normalcy, to operate more economically.

Reports from various parts of the country indicated that payrolls had been decreased through wages having been reduced, in many instances from the top down, and that there was an increased interest in side lines to bring back revenues depleted through shrinkage in storage volume.

PRESIDENT KENNELLY opened convention by reading his annual report. The features of his paper were these:

1. That the National was emerging, "strengthened by fire," from the business depression.
2. Announcement that a permanent finance committee had been created, comprising the association's past presidents—Charles S. Morris, New York; Floyd L. Bateman, Chicago; E. B. Gould, San Diego; Schuyler C. Blackburn, Kansas City; William I. Ford, Dallas, and James F. Keenan, Pittsburgh.
3. Reiteration of his policy opposing "decentralization of power" in the National.
4. A statement that there was no need for deflation in prices inasmuch as warehousing's prices had not been raised along with those of commodities.
5. Suggestion that a committee be appointed to draft recommendations covering selection of accounts and the sale of unclaimed goods.
6. Recommendation that a study be made to determine the feasibility of charging for packing, moving goods to freight and a limited amount of unpacking on a hundredweight basis.
7. Conviction that the pool set-up of the Allied Van Lines had strengthened the structure.
8. Opposition to formation of an operating company to displace the voluntarily-organized Allied Van Lines.

9. Consideration of employer-employee relationship by local association.

In the "highlights" summary of the Washington convention, as published in



Martin H. Kennelly, again chosen
N. F. W. A. president

the February *Distribution and Warehousing*, Mr. Kennelly's report was outlined more in detail.

Ralph J. Wood, Chicago, in his report

One striking feature was almost general agreement that the lowering of prices to the public had not been a wise step.

The convention, held at the Mayflower Hotel in Washington, D. C., on Jan. 19-23, voted in favor of standardizing a metal container for joint motor-rail transportation of household goods; decided against turning the Allied Van Lines into an operating corporation instead of its present status as a voluntarily operated cooperative organization; made important by-laws changes to strengthen the National's set-up; disapproved a recently-introduced certificate plan of sales promotion providing for payment of commissions on new business; and in the annual elections retained Martin H. Kennelly, Chicago, as president for 1932.

The highlights of the Washington meeting were published in the February *Distribution and Warehousing*. A more detailed summary follows:

as secretary, said that while conditions had been hard and profits smaller, yet warehousemen were "in an excellent position to take advantage of any upturn of business" and that meanwhile "economy is and must be the watchword" because "only by the cutting of the overhead and a close scrutiny of the expense account can we survive."

Commenting on a larger attendance than the officers had anticipated, Mr. Wood believed it was because the members realized now more than ever before in the National's history that "they need to work with their fellow members in their own and other cities."

Alluding to "misguided members" who had resigned to affiliate with competitive long distance moving organization, the secretary declared they were "to be pitied" and that the resignations were "due to a short-sightedness which is characteristic of a time of stress." He added: "Never fear. They will be importuning the board of directors to be reinstated."

And in spite of depressed conditions, Mr. Wood concluded, "we are in much sounder shape than are most lines of business."

Henry Reimers, Chicago, making his last report as the National's executive secretary prior to his resignation from that position, expressed opinion that with but few exceptions there had been "a higher degree of local cooperation than existed prior to the depression."

The Allied Van Lines had "gone through fire and water during the past year," he said, but had progressed satisfactorily nevertheless, and Allied's efforts ahead would be to improve operations, to strengthen by warranted reorganization, to stimulate selling, and to inaugurate a more systematic method to solicit business, particularly national accounts.

"Now, more than ever," Mr. Reimers concluded, "it is imperative that a more mutual understanding exist in quoting rates for service, in order to protect legitimate revenues. Start the new year back to normalcy by exercising caution and sanity."

Regional Reports

REVIEWS of conditions were presented by the four divisional vice-presidents—William T. Bostwick, New York, eastern; J. P. Hicks, Jackson, Miss., southern; Marion W. Niedringhaus, St. Louis, central, and Harvey B. Lyon, Oakland, western.

Mr. Bostwick adopted as his keynote "the genuine optimism that comes from healthy analysis and diagnosis of a curable condition" and said that while 1931 was a nightmare, it also had been "an education which should result in greater achievement for the future."

Warehousing had "taken its blows on the chin in a manner of which we can be proud," Mr. Bostwick thought, and was now turning its face to the future, fortified by its experience of the past. If curtailment of business and much cut-throat competition had challenged the industry, he said, warehousing had met

that challenge "with cooperative efforts and intensive studies with two distinct results—one, the increase of aggressive salesmanship—two, the necessary reduction of operating costs." He approved Allied's pool idea.

Storage conditions had varied in the East, Mr. Bostwick reported; collections seemed "universally bad, and are not improving"; sales of furniture under foreclosure appeared "to be going from bad to worse"; labor was a surplus quantity, with general wage reductions; and "most sections report a general re-

duction of other salaries from the top down." Prices appeared to have been maintained fairly well in the storage field, but had "gone by the board" in most other departments. He added:

"It is to be hoped that the realization that prices should not come down unless costs are also reduced will not be forgotten at least in the storage end of the industry."

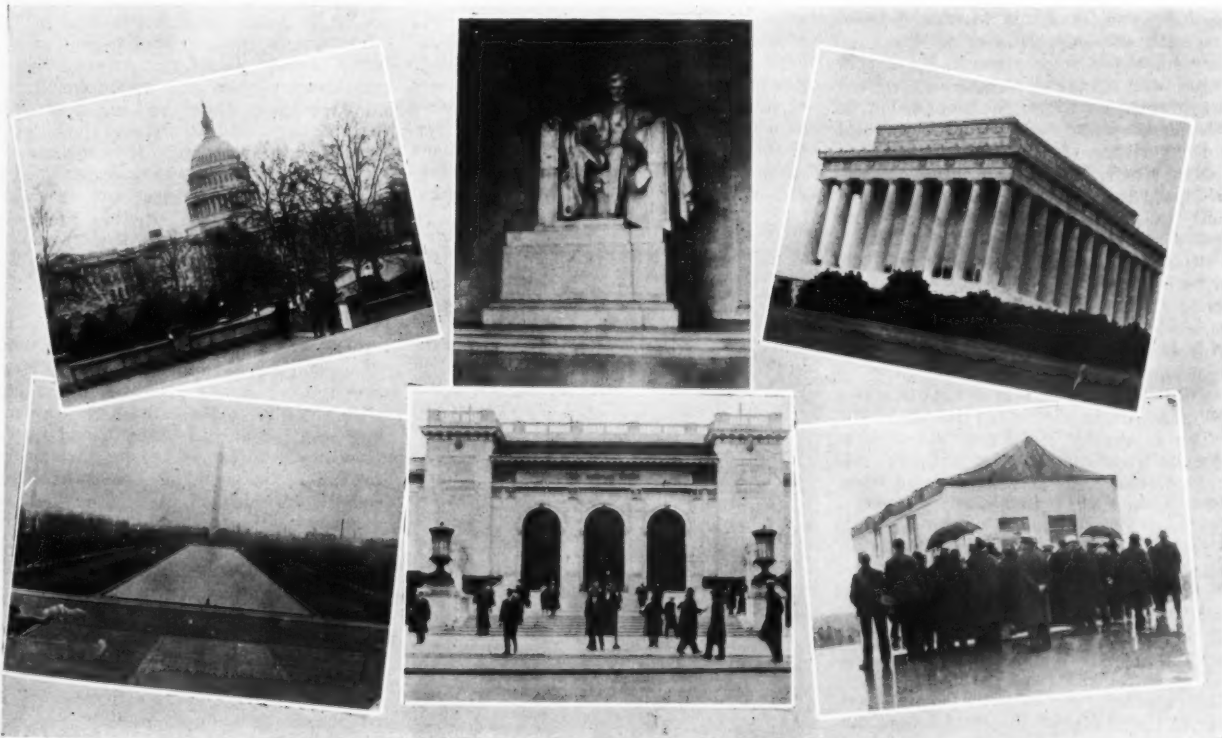
"We are," Mr. Bostwick concluded, "in many ways far better prepared today to meet further possible trouble than we were a year ago, and by that I mean our mental viewpoint. A psychology has permeated the minds of most, convincing us that the purging experience of the past year has been in the long run most helpful and has solidified the foundation for our future edifice. Men have thought and pondered during 1931 as seldom before—they have had to."

Mr. Ricks believed that the present readjustment period would weed out many cut price organizations operating with disregard of costs. Warehousing's problem today, he believed, was to try to reduce costs without lowering standards of service, rather than attempt to meet cheap competition by reducing rates.

"It is probable," Mr. Ricks predicted, "that the present restricted volume of business will be fairly well maintained for several months and that the business of the country will make every effort to adjust its operating costs to correspond. Many evidences are at hand that business management has applied itself diligently to this problem during 1931 and considerable progress has been



James D. Dunn, reelected National's treasurer



Top row—the Capitol; the Lincoln statue; Lincoln Memorial. Bottom row—looking toward the Washington Monument; Pan-American Building; delegates in reverence at the Tomb of the Unknown Soldier



Panorama of National Furniture Warehousemen's Association delegates grouped in front of the White House at the Washington convention in January

made. . . . Consequently when the improvement does come the well managed enterprises should be able to operate on a sounder basis of profits than they have for some time. . . . The sound, well managed warehouse company should emerge from the depression in solvent condition, wiser and better for the experience it has been taught."

Mr. Niedringhaus said that results tabulated in response to a letter he had sent to central division members revealed the following:

"General revenues are off from 25 to 30 per cent. Storage revenues are off about 12 per cent. Wages have been reduced by an average of 10 per cent, while office salaries show a decrease somewhere in the neighborhood of 14 per cent. The consensus is that business will show an improvement during 1932."

The report by Mr. Lyon, not present at the convention, said that returns from a questionnaire to western division members showed that the year in general had been one of recession in all main branches of their business. Five per cent had reported warehouses 90-100 per cent full; 30 per cent, 75-80 per cent full; 50 per cent, 50-70 per cent full, and 15 per cent, 40 per cent full. As to local competitive conditions, 65 per cent had reported 1931 normal and 35 per cent reported "difficulty in keeping conditions harmonious." Reports on long distance moving ranged from "some gain" by 12 per cent of the members to a loss of 60-75 per cent by 5 per cent of the

members. Packing scaled from "a slight increase" reported by 5 per cent to a loss of 60-75 per cent by 5 per cent of the members. Under storage, 11 per cent of the responses indicated a 5-10 per cent gain; a quarter of the members reported business unchanged, and losses ranged from 10 to 40-50 per cent. Fifty-three per cent of the members had not changed their rates. Of those, which did change, 83 per cent reported that

the results had not justified their action, but had led to reduction in net income.

As to 1932, only 5 per cent of the members replying "chose to look on the dark side," Mr. Lyon reported, while the other 95 per cent "were equally divided between those who expect little if any change and those who look for a steady improvement." He concluded:

"We should make every reasonable cut in our overhead expenses and we should demand from labor, whether organized or not, that they adjust their wages in proportion to the reduced cost of living."

By-Laws Revised

THE convention voted to amend the second paragraph of Article VII of the by-laws so as to make it optional with the directors as to whether a summer meeting should be held, and where. Hitherto the by-laws have arbitrarily provided for such a semi-annual assembly. Discussion indicated that no summer gathering would be arranged this year on a national basis, but that regional groups would convene if they desired.

A new article was incorporated into the by-laws creating the finance committee announced by Mr. Kennelly, composing the National's past presidents. One of this committee's duties will be to prepare a budget annually and submit it to the directors.

Under another amendment approved, 100 members will hereafter constitute a



Ralph J. Wood, reelected secretary



At extreme left in front row above is President Herbert Hoover. At Mr. Hoover's left stands Martin H. Kennelly, the National's president

quorum at an annual convention. The number heretofore has been 150.

James M. Walker, Memphis, in an extemporaneous talk on taxation, appealed to the members to become active in the tax reduction situation by cooperating through their local units of the National Property Owners' Association, in order to bring about more economical management of governmental affairs.

Legislation

DEPRESSION had not extended to the halls where State law-makers function, John G. Neeser, New York, chairman of the legislative committee, pointed out, as the average number of laws went through the mill, the usual legislators were employed and their wages had not been cut.

After summarizing various State statutes enacted, Mr. Neeser alluded to the fact that in several States within the past year a movement had been started to have the warehouseman given a prior lien over mortgages on record. "It is a question as to the practical wisdom of having such a law enacted," he said, "as it would cause the installment houses to retaliate. In most cases it is possible to get the installment houses to recognize the fairness of the storage charges. If they refuse to pay storage, a reasonable charge for the use of the elevator could be made which would partly offset the loss of storage. In most States the dealer is liable for charges that accrue

after he has knowledge that the goods are on storage."

Mr. Neeser called attention to minor changes made last year, by the Legislatures in Arizona, Michigan and North Carolina, in the uniform warehouse receipts Act, the changes having had the approval of the American Bankers' Association. Also that the Legislatures of Oregon, Washington, Idaho and Montana

had adopted resolutions providing for appointment of a joint committee "to consider a uniform warehouse Act."

Pierre Schon, of the General Motors Truck Co., discussing truck taxation, said motor vehicles were being singled out for heavy assessment and that manufacturers and operators must take drastic action through the State operators' organizations. Laws were being written by interests inimical to highway transportation, he declared.

The truck regulation situation in Texas was outlined in a paper prepared by E. D. Balcom, Dallas, not in attendance, supplemented by an oral explanation by William I. Ford, Dallas. Mr. Ford said the new Texas statutes protected the household goods industry and he urged warehousemen in other States to pattern after the Texas laws. Mr. Balcom's paper offered this thought:

"All of us more or less resent the fact that regulation is necessary to those engaged in our industry, but apparently there are those who will always undertake to tear down any cooperative structure that is fair to the public and just to themselves in order to gain an advantage over those who hold the industry together. This has proved true in the operation of the railroads where regulation became necessary, and today repeats itself in truck operation. Warehousemen throughout the United States must get their heads together and adopt some measure of cooperative effort or accept regulation."



William T. Bostwick, again eastern vice-president

A paper read by Mr. Reimers on behalf of Robert v-H. Work, Denver, and titled "Are We Ready for Interstate Regulation?" pointed out that motor truck transportation had now reached such proportions "that the railroads are making concerted and open efforts to induce the Interstate Commerce Commission to assume jurisdiction over all interstate motor trucking" in order to bring about a centralized control of rates "and to place as heavy burdens as possible upon their new competitors, the trucks."

If I. C. C. regulation comes, Mr. Work asserted, N. F. W. A. members will be confronted with a serious situation, and he suggested that a committee be created to "compile and codify all of the various State regulative efforts and have ready for proposal to the I. C. C. a well worked out and workable plan when the need for it arises." He continued:

"It has been the experience of the writer locally and elsewhere that regulatory bodies viewed the assumption of the regulation of motor trucking of household goods with a great deal of concern and dread because of the very irregular nature of the service and that any organization which would come forth at the proper time with a workable plan and a cooperative spirit, found a warm welcome."

On the convention program was the question "Has the warehouse bonding law in Illinois proved of value to the public and members?" Illinois delegates present said it had not, agreeing it was not being enforced.

Talks by "Ex's"

THE National having reached the mature age where it now has six former presidents, the current one, Martin H. Kennelly, has appointed the six a special committee—a step which, off-the-floor discussion indicated, was considered something constructive. The "ex's" were placed on the program, and their inspirational and advisory talks were one feature of the convention.

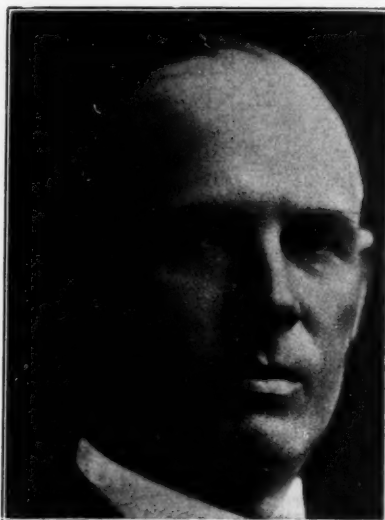
Charles S. Morris, first president, talked on ethics, urging they be considered by the younger men coming into the association's activities, and telling them "what a wonderful business" they were in. Floyd L. Bateman, second president, was not in the convention room at this time. E. B. Gould, third president, said the storage business stood today near the top of the list in volume; with prices lower, the industry should, he counseled, consider making charges lower. S. C. Blackburn, fourth president, advised preparation for the coming year, urging that expenses be budgeted, with waste cut in labor and material, and that warehousemen keep on hand as much cash as possible and live within their budgets. William I. Ford, fifth president, declared warehousemen were "the luckiest bunch in the United States" and could congratulate themselves and the industry and be thankful and grateful; the country had reached the liquidation period in stocks, he believed, and "we're on the bottom and going up." James F. Keenan, sixth president, said

industries would make more profit operating at 80 per cent capacity after the depression than they did when operating before at a 100 per cent capacity. His Keenanesque conclusion:

"The depression isn't worth what it costs."

Insurance

IN the absence of Daniel P. Bray, Kansas City, chairman of the insurance committee, discussion of this subject was led by W. R. Thomas, Cleveland. As chairman of the committee's automobile division, Mr. Thomas said that in reply to a questionnaire as to limit of liability carried on vans, 17 per cent carried \$10,000/20,000; 31 per cent, \$25,000/50,000; 11 per cent, \$50,000/100,000; 3 per cent, \$100,000/200,000, and



E. T. Chadwell, southern division's new vice-president

9 per cent, \$200,000/300,000. Responses indicated no uniformity in rate and premium per vehicle; that vans were housed usually in brick structures; that general average of time vans were in use was 40 to 50 per cent; that there had been few fire losses.

"Premiums on automobile insurance are steadily increasing," Mr. Thomas said, "and the only way we can reduce the rates is by constantly educating our drivers and helpers—this should be done at least monthly with a real safety talk and careful inspection of all equipment."

Mr. Thomas urged thorough investigation as to financial strength of companies soliciting coverage and as to whether the companies were licensed in the warehousemen's own States.

Mr. Bray's paper, read by Mr. Reimers, discussed insurance historically from the earliest times and outlined various types of coverage, and he said the association would do well to watch compensation insurance "with intense anxiety and do our bit to ward off the approaching doom in America."

A paper read by Harry S. Kedney, Minneapolis, on behalf of Louis Tanner, Detroit, chairman of the committee's

compensation insurance division, reviewed compensation coverage in various States. To the Tanner report was attached a tabulation showing, by States, the manual rate for Code No. 8293 in comparison with the rate for Code No. 7219, and Mr. Tanner pointed out that under No. 7219 the insurance companies "have obtained anywhere from 10 to 100 per cent more premium than they would be entitled to if the proper rating were applied." The committee believed that all N.F.W.A. members "are entitled to be classified under Code No. 8293, which will make for a large saving for most of our warehousemen."

Due to the differences in the benefits paid in the various States, Mr. Tanner declared, warehousemen could not be expected to secure a uniform rate for workmen's compensation insurance, but that "on the other hand if a large volume of this business be concentrated with one carrier, with engineering and accident prevention service" offered by that company, "we feel that rates more proportionate to the risk could eventually be secured from the various rating boards than will eventuate under the present conditions where various carriers have a portion of this business."

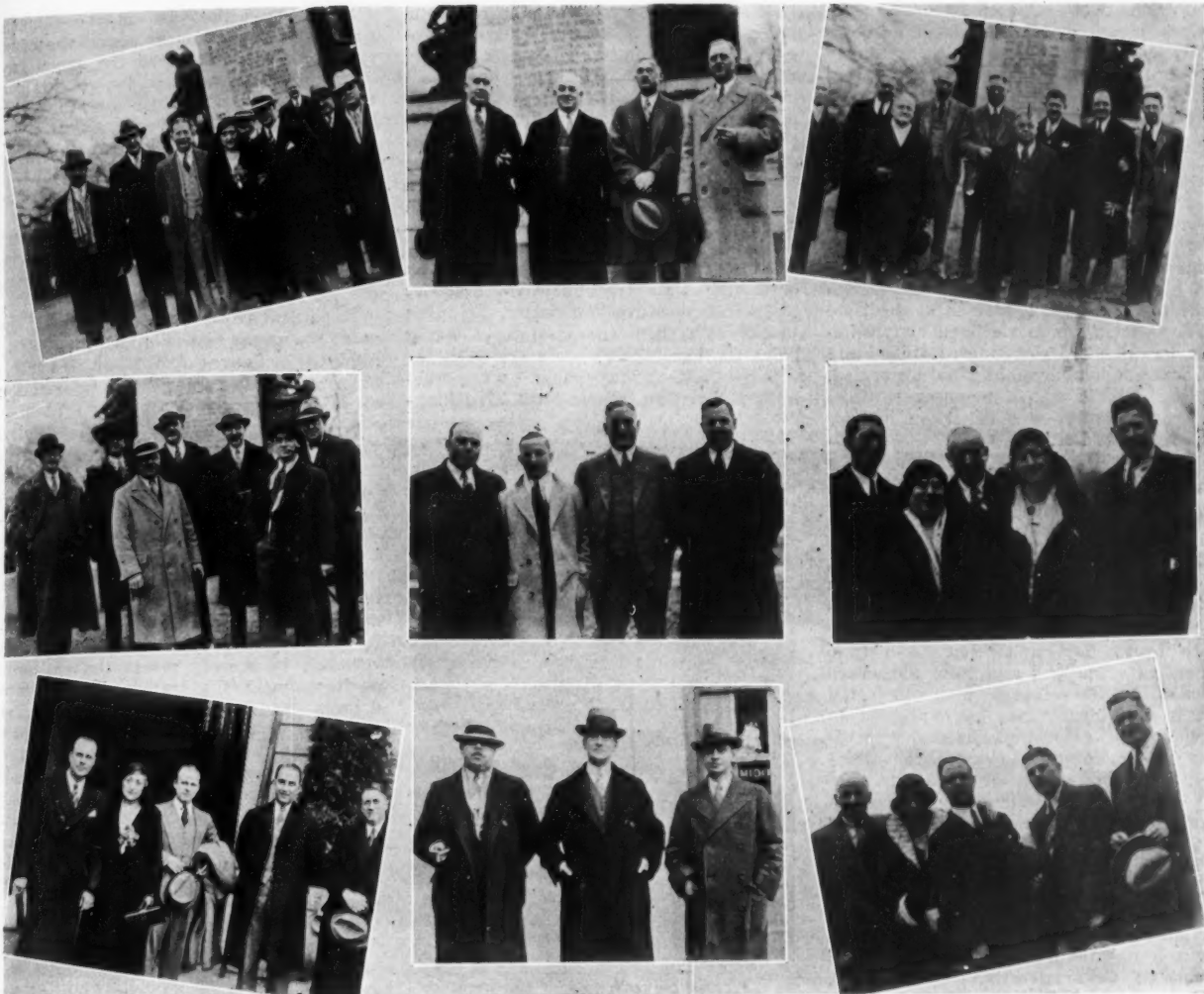
The committee recommended that the association appoint an insurance committee in each State "to work out and secure the best possible rate obtainable."

Reed J. Bekins, San Francisco, transit insurance division chairman, said there had been little activity in this field during the past year. He recalled that at the previous annual convention it was recommended that uniform rates be established on transit coverage but that the committee had since found a number of factors which must be considered before the plan could be effected.

"The committee recommends," Mr. Bekins reported, "that a thorough study be made of all household goods transportation insurance coverages now in effect, together with such other coverages as are desirable but not now obtainable. When this study is completed, arrangements should be made to procure uniform coverages from one or more insurance companies at uniform rates. If such arrangements can be made, then the association should adopt and recommend to the membership uniform coverage for each type of insurance, together with rates therefor. The association should confine its recommendations to coverage and rates, allowing members to procure policies through their present brokers, insurance companies, or any source. If such a plan is adopted, the association should withdraw all of its recommendations that have been given in the past on transit insurance policies."

On behalf of E. G. Mooney, Hartford, Conn., building insurance division chairman, Dwight S. Terry, Washington, D. C., read a report based on replies to a questionnaire asking members to give data on the rates they were paying; the schedules of the various rating bureaus; whether they were owner or lessee of building, etc.

Mr. Mooney said it was evident from the responses that "a great many of



A few groups of N. F. W. A. delegates at the Washington assembly. Third from left in center picture in center row stands George H. McKeag, Winnipeg, president of the Canadian Storage & Transfermen's Association

our members are paying rates above normal." He urged that a closer study of this question would result in dividends in the way of savings.

Employee Relationship

MEMBERS' responsibilities to the persons they employ were outlined by Clarence A. Aspinwall, Washington, D. C., chairman of the committee on employer and employee relationship. These responsibilities included, he said, steady employment to all who have been on the permanent payroll and have good records; and a fair wage commensurate with the character of the work performed.

Determination as to what was a fair wage, Mr. Aspinwall conceded, "requires more wisdom than your committee has," what with pressure by labor unions and with differences in living costs.

"As employers we have no obligation," he said, "to maintain wages at an artificially high rate, when the buying power of wages has gone up materially. It is better to reduce wages where they have been pressed to a rate considerably out of relationship to the average wage,



M. W. Niedringhaus, again central vice-president

rather than to reduce the number of employees.

"There is a growing body of thought among employers of labor that there is an obligation resting on us to our employees and to society to provide the means of guaranteeing to our employees a certain minimum income which shall continue during life and good behavior. This means some sort of sickness and disability insurance, old age pensions, and insurance against involuntary unemployment.

"The cost of life insurance, sickness and disability insurance, pensions, are calculable and known. The cost of insurance against involuntary unemployment is not known and cannot be known. But it is evident that where the cost of unemployment pay comes out of funds contributed by employers and employees both, they will both be concerned to so plan that the amount and duration of unemployment will be as little as possible."

While "there is something to be said for the dole," he believed there was a better solution—"voluntary co-

operation between employer and employee in contributing to a fund, accumulated during times of health, strength and prosperity to provide for the period of illness, weakness and slack work."

While the committee believed it would not be possible for the members to adopt plans for unemployment insurance immediately, Mr. Aspinwall pointed out that they might seek to cooperate with other industries in their own cities and might stabilize employment to some extent by shorter hours in dull periods, offset by overtime in rush periods. "The time to start such a plan is in the time of depression where we have vividly before us the horrors of long continued and extensive unemployment," he suggested, adding: "It is up to business to take action or action will be taken by our legislative bodies."

Advertising

THE report of S. S. David, Chicago, as publicity committee chairman, was read, in his absence, by Ernest T. Chadwell, Nashville. With two years of depression behind us, Mr. David said, the period of business revival comes closer with every day, and "now is a time when new thought and new ideas are needed in the storage business," and "such new ideas must be expressed in advertising." He emphasized the necessity of combining service with advertising, to get results.

"Advertising is still our best weapon against the 'fly-by-nighter,'" Mr. David declared. "It must be advertising that tells of safety, security and responsibility."

Appended to Mr. David's report was a tabulation of statistics, based on replies from a questionnaire, covering various forms of local advertising—newspaper, telephone directory, radio, direct by mail, billboard, novelties, street car, etc.

Mr. David said he had noted, in the responses, a growing demand for national advertising. "The opinion now is about equally divided" he reported. "This question should be continued on our program, with a thought to the future, and we so recommend."

The questionnaire included a query as to how much the members were spending on advertising, and Mr. David said that the lowest percentage reported for 1929, a normal year, was one-tenth of 1 per cent of the gross receipts (and this he considered "under-advertising"); and that the highest figure reported was 10½ per cent (which he considered "over-advertising" and "more than the traffic will bear in the moving and storage business").

The average of all percentages reported were as follows, Mr. David found: 1929, 3.0 per cent; 1930, 3.1 per cent; 1931, 3.3 per cent. The 1931 increase he attributed in part to "the general decrease in gross receipts." He concluded:

"When economy is the order of the day, advertising generally is first to feel the knife. It is hard to spend for advertising when the payroll is a weekly burden."

"Yet there may be danger in too drastic curtailment of the advertising program. Lost momentum may be hard to regain, with the persistent advertiser holding the advantage. Whether business be good, bad or indifferent, advertising is entitled to a set proportion of our gross receipts."

"Advertising is not a luxury. It is a legitimate and necessary expense, the same as light, heat and power. It combines the elements of all three. It gives light to the public on the services you offer. It heats the lukewarm prospect to the temperature you desire. It gives power to your organization to bring home the bacon."

Other advertising papers were submitted—by Van Wyck Mott, Washing-



Melvin Bekins, one of the new directors

ton, D. C., on "Direct by Mail Advertising and House to House Distribution"; and on behalf of Rodney S. Sprigg, Hollywood, Cal., on "Newspaper Advertising"; A. A. Botts, Louisville, on "Radio Advertising"; and K. K. Meisenbach, Dallas, on "Making Advertising Novelties Do Double Duty."

At this point in the convention President Kennelly requested George H. McKeag, Winnipeg, president of the Canadian Storage & Transfermen's Association, to take a seat on the platform.

X-Ray

AS chairman of the statistics committee, C. F. Basil Tippet, Toronto, outlined his recent ratio survey, asking the members to think of these ratios as "X-ray pictures of the operating results of the individual business." He explained:

"One can have these pictures taken of his internal conditions as often as he wishes, enabling him to compare his results of management with any previous period, and also compare it with the results being obtained by other operators in a similar business."

"It is true that as yet the cameras used by the warehouses across the country are not all focussed the same way, but if one will make allowance for certain differences, one is able to obtain a very fair result in comparison. The committee is now working on an automatic focussing arrangement so that all our X-ray pictures will be clear and more easily read."

Mr. Tippet told what factors enter into a ratio survey and noted an increasing interest in the subject among the National's members.

"The real value to the individual," he said, "depends on his willingness to study the figures shown on his ratio statement. He can use this information to guide him for the coming year."

"If the operator thinks the coming year will find certain departments with less revenue than in any previous year, the budgeting by ratios will prove valuable. The method is simple. Estimating the departmental revenue for the coming year, he can turn to the ratios of the individual expenses making up the departmental expense. Should he be determined to keep the same ratio difference between total expenses and his revenue, he merely resets the expenses at the same ratio, translates them into dollars, and he has before him the amount of money available for any given expense. Should he feel that the total expenses are too high in comparison to his revenue, he must reduce some of the ratios. They are all set out before him and the way is made easier for examination and action. The result is that not only is the amount of money spent on the given item less, but its ratio to the total revenue is also less."

"Lying behind reason are facts. The work of our committee is to assist the member in getting out the facts of his own business. With the facts before him and with courage he will develop a faith which will support him in these bleak hours of dawn, until the sun of prosperity is high in the sky."

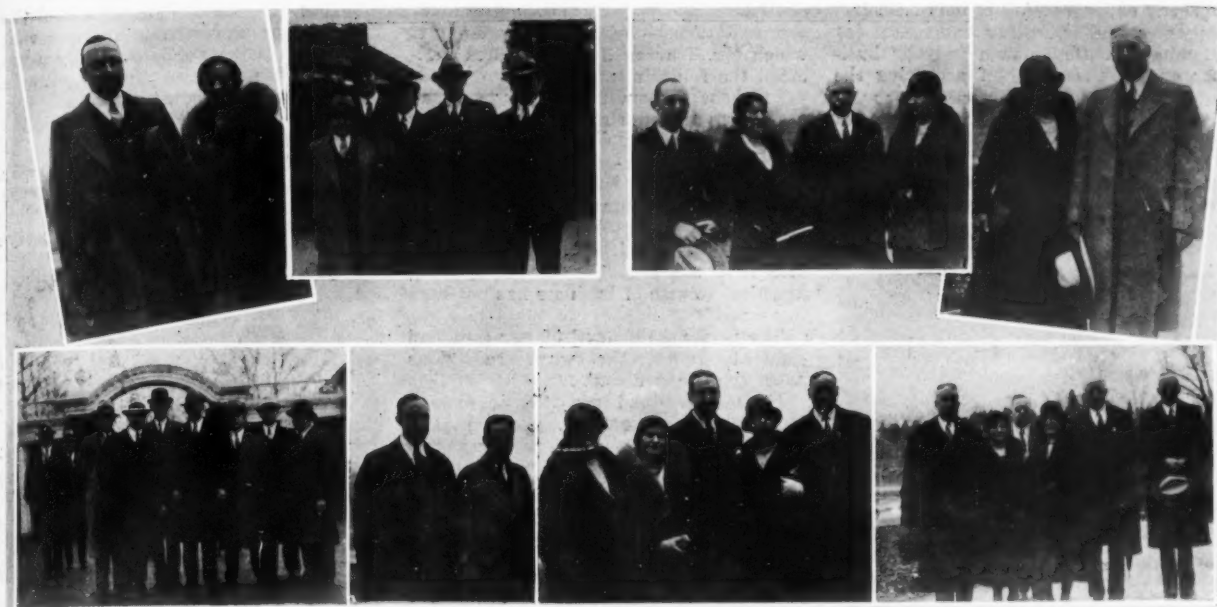
Elections

NEXT on the program was the presentation of the 1932 slate by the nominating committee, R. V. Weicker, Denver, chairman, and the elections. The full personnel was published in the February *Distribution and Warehousing*. In addition to the reelection of Mr. Kennelly as president, William T. Bostwick, New York, was reelected eastern vice-president and Marion W. Niedringhaus, St. Louis, was reelected central vice-president. Newly-elected vice-presidents are Ernest T. Chadwell, Nashville, southern, and H. B. Holt, San Francisco, western.

Ralph J. Wood, Chicago, was reelected secretary, and James M. Dunn, Detroit, was again chosen treasurer.

The new directors on the board, each to serve three years, are Melvin Bekins, Omaha; C. R. Horrell, Long Beach, Cal.; Buell G. Miller, Philadelphia; and G. K. Weathered, Dallas.

The elections were held on the day



Some of the delegates and their ladies attending the convention at Washington

after the N. F. W. A. group had visited the White House, where President Hoover joined the delegates while a photograph was taken on the lawn. Mr. Kennelly, in his speech accepting reelection as the National's president, commented:

"As I stood beside President Hoover yesterday I was thinking: 'Gee, he's got a tough job, too.'"

Later in the convention the nominating committee was elected which will nominate officers for 1933. Arthur W. Reebie, Chicago, was chosen general chairman. In the eastern division, Joseph W. Glenn, Buffalo, was elected; in the southern, John L. Wilkinson was elected, no names being offered in opposition; in the central, George A. Ruthenford, Cleveland; and in the western, E. B. Gould, San Diego.

Prior to the nominating committee contests, Jackson W. Kendall, Pasadena, announced from the floor that he had brought with him a number of proxies which had been handed to him by California member-companies unable to be represented at the convention. These he desired to vote, expressing opinion that the absent firms should have the privilege of expressing their preference for the western divisional member of the 1933 nominating committee. Mr. Kendall said it was not his intention to use the proxies in any voting other than that identified with the western division contest.

Confronted with this problem, the first of its kind in the history of the National, President Kennelly decided to leave it to the convention as to whether the proxies would be admitted. William T. Bostwick moved that they not be admitted and a rising vote was taken. The Bostwick motion was sustained by a vote of 36 to 17 and use of the proxies were not allowed.

Side Lines

THE auxiliary department committee's part of the program was opened by Nathan L. Goodman, Jersey City, reading a paper "From Jail-House to Department Store," followed by the report of the committee's chairman, Buell G. Miller, Philadelphia, and ending with "Prospective Business Handling Displays at Conventions," by Willard Eldredge, Atlantic City.

The theme of Mr. Goodman's talk was that too many warehouses resembled prison structures in appearance; and that just as jails had a tendency to rob inmates of initiative and the desire to build for future advancement, so perhaps warehouses resembling jails had affected the owners of those warehouses

by making them slow in developing new ideas.

And just as in recent years Government and prison authorities had installed movies, sports, etc., so in the warehouse business "the time has come when we can better serve ourselves by adding side lines and other departments to our business," Mr. Goodman said, adding:

"In the manner of Horatio Alger, who wrote that famous classic 'From Rags to Riches,' let us adopt as our new slogan 'From Jail-House to Department Store.' . . . The modern department store has built itself a niche in the hearts and pocketbooks of the public and is so strongly entrenched that its future is assured. Why not make of our business 'a department store of service' and assure our future as well?"

Mr. Goodman pointed out various side lines, as carpet cleaning and fur storage and sale of new furniture, which he asserted were "rightfully part of the warehouse business," and he went on to tell why.

As the committee's chairman, Mr. Miller enumerated the great variety of side lines now being conducted by N. F. W. A. members, and concluded by offering "certain generalizations":

"First: Before you start any new department, make a complete survey of the field, considering the following factors: (a) does my territory need this new service? (b) how much business is available? (c) what volume will be required to show a profit? (d) what is the maximum possible revenue? (e) what is the amount and nature of competition?"

"Second: Consider the contemplated auxiliary departments in relation to your present business. Some factors to be kept in mind are: (a) approximate investment required; (b) increase in



H. B. Holt, western division's new vice-president

overhead expenses; (c) promotion costs; (d) sales and operating expenses; (e) personnel (available men in your business or the possibility of acquiring the right men); (f) can the necessary equipment be installed in your plants? Where? How?

"Third: Investigate all makes, models and types of equipment and products. Many side lines are comparatively new; others have been revolutionized



G. K. Weatherred, a new director

in the past few years. Equipment in some plants may be obsolete.

"Fourth: Study the plan of operation, the promotion, sales and operating methods; the forms and systems of your brother warehousemen who have been successful in the field."

Mr. Eldredge's paper on handling convention displays was based on extensive experience along that line in Atlantic City, where so many conventions are held. Mr. Eldredge warned that "the handling of exhibit material is a highly specialized business and should be studied carefully in order that it may be handled successfully for the exhibitors and at a profit to the warehousemen or contractors," and he believed that the Allied Van Lines were "in an enviable position" to render exhibitors service inasmuch as shipment by motor truck to conventions and expositions had increased through the years.

"Exhibitors do not always consider the matter of price," he continued, "but are interested in a service which must include careful handling, prompt delivery, responsibility and proper equipment."

"Many more exhibitors would use the Allied Van Lines service if the warehousemen or Allied agents would make a concentrated effort and put on a constructive sales campaign."

Local Moving

SOME interesting facts were developed in a paper submitted on behalf of W. W. Warren, Oklahoma City, as

chairman of the local moving committee. Returns from a questionnaire which Mr. Warren had distributed indicated the following:

Of those responding, 55 per cent had cut prices, the cuts ranging from 10 per cent by a small number to "15 per cent or more" by three-fourths of the firms which had made cuts. "In no case," Mr. Warren commented, "did anyone state that business had improved since price was reduced. The majority advise that the reduction was a mistake and that volume of business has not been increased."

The responses showed 50 per cent had reduced wages, the wage reductions averaging 10 per cent.

No member had reported increasing local moving rates, Mr. Warren said, and "competitive removal rates continue to be, in the average, 25 per cent less than the rates of our members." Ninety-five per cent of the companies replying considered it not practical to maintain two rates—one for preferred service and the other for services performed at convenience of operator.

"In reducing rates in the moving department it is apparent a grave error has been made," Mr. Warren thought. "If the high standard set up by members is to be maintained, then there must come, within the near future, a price increase sufficient to allow a right margin of profit; or else of necessity the burden of maintaining the service must be passed on to the profitable departments of the business. This does not appear to be fair to the public whom we serve, or to ourselves, for if the storage, packing and other departments are bearing undue burden, then customers patronizing these departments are of necessity paying more than that which is right and just, or else the operators are taking the loss themselves."

The remedy, in Mr. Warren's opinion, lay in closer cooperation among members, both locally and nationally, plus



Buell G. Miller, another new director

"the use of salesmanship of a kind that through our advertising and personnel will bring to the public generally a true and honest picture of this very important arm of the industry."

Arbitration

AS arbitration committee chairman, William T. Bostwick, New York, reviewed the year's developments along this line as they affected the industry's



C. R. Horrell, also newly elected to the board

associations. Alluding to arbitration between customer and warehouseman, he said it had many advantages over resort to Courts for settlement of disputes. For one thing arbitration gave the customer "a feeling that the warehouseman wishes to be fair," because arbitration "means cooperative willingness to give in" whereas a lawsuit implied "a feeling of irritation." For another thing, arbitration was less expensive than Court actions, the saving in legal fees, by using arbitration, amounting to considerable figures.

Mr. Bostwick recommended that the incoming committee "continue to follow up this particular part of the work with the hope that the arbitration clause in contracts with the customer may be universally adopted." In his report the chairman quoted the clause which the New York, New Jersey and Connecticut association members are placing in their contracts with customers. It reads:

"Any dispute or claim arising out of or for the breach of this agreement shall be settled by arbitration under the arbitration law of the State of (——) and under the rules of the American Arbitration Association, provided, however, that upon any such arbitration the arbitrator may not vary, modify or disregard the foregoing provisions."

A. V. L.

BARRETT C. GILBERT, president of the Allied Van Lines, presided at the Allied's session, and stated at the

outset that the original purpose for which Allied was formed had never been changed—namely, operation of a transportation company which would solve for the National the long distance moving problem. He alluded to the resolutions adopted, at Mackinac last summer, regarding N. F. W. A. members signing contracts with competitive organizations, and said the National's directors stood squarely behind those resolutions.

Referring to the local pools set-up, Mr. Gilbert called on various members for their experiences, and the pools set-up was approved in brief talks by Joseph W. Glenn, Buffalo; C. Edgar Straeffer, Louisville; Louis Schram, Jr., New York; Walter E. Sweeting and J. J. Rickenbach, Philadelphia; George A. Rutherford, Cleveland; O. W. Kreutzer, Milwaukee; James F. Keenan, George J. Hubert and C. A. Werner, Pittsburgh; R. A. Ford and Melvin Bekins, Omaha; G. K. Weatherred, Dallas; and John J. Woodside, Atlanta.

In developing these opinions, Mr. Gilbert said frankly he was creating a background for the future in view of the fact that a number of Allied agents in cities in Ohio and Michigan had met in Cleveland on Dec. 18 and had signed a petition suggesting that Allied be turned into an operating company.

This petition was presented on the floor of the Washington convention. It requested the N. F. W. A. directors to employ a disinterested person to make a survey and report to the A. V. L. executive committee and to the National's board within thirty days, the expenses to be paid by the N. F. W. A., the board thereafter to decide whether the Allied should be reorganized as an operating company.

In order to develop consensus, George A. Rutherford moved adoption of a resolution in favor of the petition. John L. Wilkinson, Charlotte, N. C., moved that the resolution be tabled. James F. Keenan pointed out the difficulties of financing an operating company. President Kennelly doubted whether the National had a right to set up an operating company; he declared: "That's private business and I'm against it." It was a question of local cooperation, Mr. Kennelly thought, and the pools set-up necessitated just such cooperation. Mr. Wilkinson withdrew his motion to table, and Mr. Rutherford's motion was unanimously opposed by a rising vote.

With regard to meeting rates being charged by companies competing with Allied, it was decided to leave this problem to the executive committee.

On behalf of Walter W. Weekes, Brooklyn, a paper titled "Selling Allied Van Lines," was read by Mr. Reimers. A paper "Agent Cooperation" was read on behalf of Oscar W. Thomas.

Containers

MECANICAL transportation on the highways having developed in earnest since the World War, "there is no alternative but to adapt ourselves to the new condition," F. L. Bateman, Chi-

cago, said in his report as container service committee chairman, and while the services of the Allied Van Lines were "still important and will be valuable for years to come," ahead lay "the hope of the container, available alike for truck and rail transportation." Mr. Bateman quoted Herbert B. Holt, San Francisco, regarding three schools of thought among members experimenting with containers, as follows:

"1. Shipment in inexpensively built wooden boxes which can be scrapped upon termination of shipment.

"2. Railroad owned and operated containers rated as railroad equipment, with assessment of freight charges on contents only.

"3. Privately owned or association owned metal containers which may be



Henry Reimers, who subsequent to the Washington convention announced his resignation as National's executive secretary and as A. V. L.'s general manager

available to membership under standardized operating methods."

His committee, Mr. Bateman reminded, had been charged with the responsibility of bringing to the association "some practical plan that will hold the custody and shipping of household goods traffic to our membership," and its first obligation was "to study cause and effect of new transportation methods and recommend plans to hold the lines by means of equally good if not better service (at reasonable cost) as the public can obtain through any other medium."

Inquiry by the committee had developed wide divergence of opinion, making the task difficult. Mr. Bateman pointed out:

"Railroads the country over are engaging in store-door delivery operations. Through subsidiaries they are beginning the extensive operation of trucking facilities. . . . Ten years from now, perhaps within five years,

we will witness an entirely new order of affairs in transportation. Terminals will be reduced in number, rearranged and enlarged for truck and rail coordination. Container units, adjusted to mechanical perfection, in rail and truck interchange will be developed. Box cars will not occupy expensive dead space in cities, but trains of rail chassis will carry containers of freight in truck units from city to city overnight on fast schedules.

"Fortunately, the shipping of household goods requires special care and treatment which mass production of merchandise service will not permit. Right here is where the furniture warehouseman will preserve his business if we watch our step. Right here is where we will work into cooperative arrangements for a coordinated rail and truck service. We will not make the mistake which our English friends made in fostering rail competition by arbitrarily trying to hold household removals entirely to the highways.

"We are convinced that we must be first in the field with this new combination rail-container service for household goods; that such services for distances of 300 miles or more is the most practical solution of the question."

After outlining what various railroads had been doing along the container line, Mr. Bateman cited examples of N. F. W. A. members' uses of wooden and metal containers, and propounded these three questions:

"1. Do you prefer to have the association through such a subsidiary as the Allied Van Lines own and operate through requisition of the membership, a standard type of motor-rail container?

"2. Do you prefer to have members privately own such equipment, with rental privileges on *per diem* or some other equitable basis, under which any member could requisition such containers from owner warehouse or through the association offices?

"3. Are you ready to give your approval to any of the containers now in use by private ownership as standard for the association?"

Mr. Bateman continued:

"Will there be competitive waste and duplication, perhaps over-production of equipment, if privately owned and operated by members?

"If there are a number of different fleets of containers owned by individual members of different type, can the association effectively control standardization so that truck chassis of members throughout the country can handle the equipment?

"Do you believe that unless this standardization of motor-rail container and chassis is effectively lodged in some fashion under control of the association, the present widely spread ownership of the business would develop a tendency toward centralization of ownership in the industry that might eventually be detrimental to the best interests of the great majority of the membership?

"The suggestion has been made that we urge consideration of railroads of

tare allowance or deduction in freight charges covering weight of container equipment, free or reduced rates for return movements, etc. Unless we can decide on a policy of standardization in equipment, such a hope is rather remote. It would cause endless trouble on the part of rail carriers to weigh empties in and out for such allowances, and no road would allow deductions on a stencilled tare shown on boxes of numerous sizes and vintages.

"Standardization is, we believe, a vital necessity. Can we or ought we to try to prevail upon our members to abandon wooden box shipping and agree upon standard metal containers in one, two or three dimensions adaptable to standard motor chassis, which can carry the association label as a guarantee of satisfactory service to the consumer?"

James J. Barrett, Chicago, read a paper outlining the container service of his company (Empire Warehouses, Inc.).

C. C. Stetson said the container committee should be instructed to decide on one or more standard sizes of metal containers. Joseph W. Glenn, Buffalo, so moved and the motion was adopted. Mr. Kennelly said there should be a method of packing and delivering on the hundredweight basis so that satisfactory rates could be worked out in connection with container service, and he announced that a packing committee would be created to cooperate with the container committee.

Traffic—Shipping

THE report of Benjamin F. Brockway, New York, as packing department committee chairman, was entered in the record, the chairman not being present.

As traffic committee chairman, M. J. Murray, Chicago, said in his report submitted in his absence that it had not been possible to carry out President Kennelly's suggestion that the committee attempt to bring about a general reduction in l. c. l. rating of household goods and a greater spread between l. c. l. and carload ratings. Mr. Murray explained:

"It was thought advisable to take no action until the container committee's request for a new classification of that means of shipping had been settled definitely. Also the tendency during the past year has been to raise rather than lower freight charges, as is evidenced by the 15 per cent increase in class rates which became effective on Dec. 3 and the emergency charge which became effective on Jan. 4."

Mr. Murray saw little hope that the trans-continental carriers would put into effect more rigid packing requirements on upholstered furniture, as the carriers believed there was no evidence of excessive claim payments by the carriers because of poor packing, and also the carriers were of the opinion that it was inconsistent to demand boxing or crating of second-hand furniture with its limited liability when new furniture was shipped without any declaration of

liability and under more elastic packing rules.

As shipping department committee chairman, Thomas A. Jackson, Chicago, thought there was little left to be said by his committee in view of the effectiveness of the association's correspondent shipping rules. His report comprised suggestions to members regarding packing, deposits, shipping, etc.

Membership

THROUGH resignations and suspensions the National had lost about seventy members during the past year, William R. Palmer, New Haven, said in his report as chairman of the membership committee, while 25 companies had been elected. He described as "transitory" the "danger" of inroads on the membership through affiliation with "outside long distance moving concerns," saying that this would "eventually be entirely eliminated," for, Mr. Palmer said, the National offered too many distinct advantages.

"Any suggestion," he concluded, "that present rules should be changed or modified with the view to retaining these unholy ones or acquiring other members of similar type should be looked upon with disdain."

Jackson W. Kendall, Pasadena, told the convention that a number of members on the Pacific Coast were on the verge of resigning; that the "independent" members on the Coast wanted A. V. L. service; and that the resignations might be averted if the National and the Allied would send a delegation to California. Seventeen of 23 Coast "independents" favored A. V. L. operation in that section, a questionnaire had shown, Mr. Kendall said. President Kennelly said the National would put A. V. L. in California if the members there wanted it.

The National's directors while at Washington elected the following firms to membership:

Crocker Transfer & Storage Co., Corpus Christi, Tex.

D. W. Dunn Co., Boston.

Grimmer Storage & Truck Line, Inc., Spokane, Wash.

Karn's Transfer & Storage, Hazleton, Pa.

Lentz Transfer & Storage Co., Winston-Salem, N. C.

Merchants Transfer & Warehouse Co., Pittsburgh, Kan.

Smith Transfer & Storage Co., Meridian, Miss.

J. F. Sullivan Storage Co., New London, Conn.

Sales Promotion—Storage

AS chairman of the sales promotion committee, Morrison C. Wood, Chicago, gave a lengthy inspirational talk on this subject, alluding to "the proper equipment—mental and physical"; to first impressions, personality, appearance, self-confidence, ambition, will power, concentration, sincerity, method of approach, arousing customer-interest, meeting objections, closing the sale, etc.

"Price salesmanship cannot possibly succeed," Mr. Wood concluded. "Nobody likes a price cutter. Even those who give him business do so reluctantly. There is always a question in the buyer's mind whether he could not have purchased for less if he had held out longer, and a lingering suspicion that perhaps somebody else is getting a still lower price. . . . There is no such thing as a customer who won't pay the price if the salesman knows how to sell quality."

George E. Butler, New Orleans, in his report as storage department committee chairman, said there was "a crying need to find ways and means of securing more storage business at a proper rate" and then of "collecting charges after the business has been secured, without resorting to the sale of goods."

It was essential for the up-to-date warehouseman to offer his customer something more than four walls, ceiling, door and storage space, Mr. Butler declared; he must outline also the services available.

As a result of a questionnaire which the chairman had sent out, he had learned, he said, that there was "an entirely new condition in the storage department"—that whereas in the past depressions had tended to increase volume, today the storage department had decreased, on an average, approximately 25 per cent, with an average increase of about 35 per cent in unclaimed goods, while the proceeds from sale of unclaimed goods were some 40 per cent smaller than in former years—"truly a serious condition." Mr. Butler attributed the poor storage conditions to the following:

1. "The over-supply of empty houses and apartments of every description that can be leased or rented at almost any price.

2. "Installment buying.

3. "It seems many people are living in homes that have been purchased with a down payment and are now living up their equities.

4. "The doubling up of families and the storing of their goods in basements, attics and garages."

Notwithstanding these conditions the National's members were not getting panicky, Mr. Butler believed, but for the most part still had their feet on the ground and were sticking together, meanwhile putting their houses in order by cutting overhead, watching expenses and introducing refinements and ideas in their businesses.

With customers unable to pay the usual rates, Mr. Butler suggested "consideration of quoting storage rates on a valuation basis," for, he explained, "unless a concern is so ideally situated that it can cater to the cream of the business, attempting to have a one-price policy for all, it is apt to lose the cheaper grade, which could be handled profitably." He added:

"We realize there is danger connected with this idea from a local association standpoint. However, there is no question that greater care and supervision

are given to the more valuable goods, while the cheaper goods require only a minimum amount of care and very little liability is assumed. Some such plan would be more satisfactory than a wholesale reduction of rates. Those members who cut storage rates and offer free cartage are playing with dynamite, for the reaction is bound to be dangerous to the entire industry and we feel that the National should have some voice in any such drastic measures.

"A sane view should be held relative to the maintaining of storage rates and there should not be too hurried action taken in deciding on a reduction in rates for the basic service of the industry."

Mr. Butler urged "a revision of the appraisal value of goods now in storage and the placing of a value on incoming lots in line with present-day values," and suggested inauguration of "a policy of declaring a moratorium on payment of charges" by notifying over-delinquent customers that they would be carried along "until they are so situated that they can take up the back charges, provided they will start payment on a current basis." In these times all storage should be billed monthly and sales for charges should be held more frequently, Mr. Butler believed.

Association Relations

DEBATING the question "what is the proper medium for the guidance of our business destiny?" C. J. Hamilton, Baltimore, in his report as association relations committee chairman, suggested that "a medium of a strictly localized character, backed by the National," would better serve the members' interest today, in place of the present associational set-up.

"Strong local groups under the jurisdiction of the National could, we believe, better serve the household goods industry," Mr. Hamilton said. "How much control should the National have over local set-ups? How much control should local groups themselves have over local matters? Will local groups submit to any definite jurisdiction of the National?"

"For your consideration let us assume that in place of our present set-up we would energetically foster and en-

courage local association groups, not in name only but in fact, these local groups to be a unit in one of six regions, instead of four as now constituted. For instance:

"Eastern Region: Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, District of Columbia, Porto Rico.

"Southeastern Region: Virginia, West Virginia, Kentucky, North Carolina, South Carolina, Mississippi, Tennessee, Georgia, Alabama, Florida.

"Southwestern Region: Texas, Louisiana, Arkansas, Oklahoma, Arizona, New Mexico.

"Central Region: Ohio, Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Kansas, Nebraska, North and South Dakota.

"Rocky Mountain Region: Colorado, Montana, Wyoming, Utah, Nevada.

"Western Region: California, Washington, Oregon, Idaho, Alaska, Hawaii.

"Each local unit to be organized in conformity with a standard set of by-laws to be submitted to the National."

Mr. Hamilton proposed one annual meeting, preferably in the winter, for the National and regional meetings as desired by the districts, each regional group to elect a vice-president to serve on the National's board, and each region to have a vice-chairman, a secretary and a treasurer to facilitate conduct of the regional meetings. He outlined further details of his suggested plan, and concluded:

"A set-up along the principles outlined would materially strengthen the activities of our association relations, save some expense to individual members and effect a more sound, workable plan. It would save considerable confusion incidental to the many duplications of effort by the now many apparent independent groups. It would seemingly decentralize some of the work of the National and establish very definite lines of demarcation, enabling the National to establish definitely its jurisdiction."

Mr. Hamilton explained that his report was not the unanimous expression of the opinion of his committee's members and he urged upon the members

that they "take it home and dream on it."

On motion by Mr. Bateman the convention voted appreciation of the efforts of the Washington group to provide entertainment, perfect arrangements, etc. This group comprised C. A. Aspinwall, chairman; C. Van Wyck Mott, David Karrick, Robert Nash, C. B. Buck, Arthur C. Smith, Edward K. Morris, Miss M. V. Kreig, Thomas Gibson and W. C. Woodward.

Commissions

DISCUSSION brought out that a man whose name was not disclosed had been selling to members in the western part of the country a certificate plan for bringing in customers. The plan provides for payment, to him, of commissions on new business thus secured.

Milo W. Bekins, Los Angeles, said the plan had been discussed by the Los Angeles group, which considered it against the industry's best interests and in violation of association ethics. Other delegates thought it was ethical; several that it was a problem to be decided locally. Various members admitted that they had tried out the plan and some said it was not bringing results and that it was not feasible.

The delegates discussed, without taking action, a motion to the effect that whether the plan was unethical should take its due course through the National's board of directors if any complaint of unethical conduct should be lodged with that board.

On motion by Nathan L. Goodman, Jersey City, the convention voted that the National go on record disapproving the plan.

The convention banquet, held on the night of Jan. 23 after the business sessions had adjourned, was addressed by United States Senators J. Hamilton Lewis of Illinois and James E. Watson of Indiana. E. B. Gould, a past president, was the toastmaster.

The Washington meeting had its tragic hours. Daniel Ruder, Sr., a Newark, N. J., member, was stricken with apoplexy while in his hotel room and died in a hospital the following day. The story of his passing was published in the February *Distribution and Warehousing*.

Introducing the "Phonometer"



WAREHOUSE executives, extensively users of long distance telephone service, will be interested in a new clock-like device which, announced by the C. H. Graves Co., 809 Marlyn Road, Philadelphia, is designed to keep check on toll calls and minimize losses in time and money. It is called the "phonometer."

The inventor, C. H. Graves, calculates that of the more than \$300,000,000 spent annually for toll and long distance telephone calls, more than half of the time paid for is not used—wasted because only about one man in every five hundred has any definite conception of the length of a minute.

The "phonometer" is intended to correct errors and to revolutionize the prevailing method of using toll service. Operation is simple but the result is claimed to be startling. The man calling touches a lever when he starts to talk, glancing at the indicator occasionally as he proceeds. In effect the slowly-moving indicator tells him:

"Don't hurry. Take your time. You're paying down to that mark indicated at the bottom of the dial. Don't cheat yourself. Use it."

A descriptive folder may be obtained by writing the Graves company.

Flynn Motor Regulation Proposals Are Assailed

By Warehousing
and Shippers

Exceptions Filed With I. C. C. Reviewed

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S
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GENERAL opposition to strict Federal regulation of motor vehicle transportation, as proposed by Examiner Leo J. Flynn in his report in the Interstate Commerce Commission's investigation into coordination of motor transportation (Docket 23400), is expressed in exceptions filed with the Commission by representatives of truck owners, shippers and automotive interests.

Strong arguments against Federal regulation of any kind for motor vehicles was presented by Harold S. Shertz, Philadelphia, on behalf of the Interstate Motor Carriers' Association, National Team & Motor Truck Owners' Association, Pennsylvania Motor Truck Association, Pennsylvania Furniture Warehousemen's Association, Maryland Motor Truck Association, and Philadelphia Team & Motor Truck Owners' Association.

Mr. Shertz declared that while the inquiry seemingly was aimed at establishing facts concerning the coordination of motor transportation with rail service, what it really developed was a plan for substitution of highway service by the rail lines for rail service.

He spoke of Attorney-Examiner Flynn's failure to recommend the greatly increased personnel the Commission would require if regulation of motor vehicles were set up—a point which has not received any too much publicity.

"Is there one of your commissioners or bureaus in a position to assume any increased volume of duties?" Mr. Shertz inquired. "The enormity of this task may be suggested by comparison of your present scope in regulating less than 1000 ascertained rail carriers with that of seeking to find and bring under regulation the unknown thousands of highway carriers legally the subject of the proposed regulation.

"Could Congress, under the necessity of balancing the budget by reducing costs of governmental administration, find the funds to permit the setting up of this experimental machinery? Since the task would be far greater in magnitude than your present one, it would re-

quire as great, if not greater, appropriations than you are now receiving. Would the public interests justify any such expenditure?

"The only justification by the report for this great experiment is to aid the rails. It would be of far greater benefit to appropriate such sum to the rail carriers and subsidize them directly rather than by this doubtful and roundabout means."

Mr. Shertz said it was generally admitted that intrastate certificates for motor vehicles were more of a burden than a benefit. This was true, he said, despite "earnest and sincere" cooperation between State officials and truck owners.

The "ingenuity" of Mr. Flynn in attributing legal power to the Federal Government to regulate the contract trucks, Mr. Shertz said, was "strained and based upon a false hope and premise."

Setting up boards composed of State representatives to handle truck and bus regulation, he said, would be unworkable, pointing out that many States now had constitutional limitations on the appointment of State officials to Federal positions.

The attorney for warehousemen and truck owners also protested against fixing of motor vehicle rates by the Commission. Minimum rates, he said, could be determined only in relation to competitive rail rates. There was no "necessary" relation between rail and truck rates, he said.

"There is a pronounced feeling among those who, through the proposed joint boards, would administer regulation, that the truck rate should be the rail rate, plus a pick-up and delivery charge by the truck," Mr. Shertz continued. "This would subject the public to charges not earned or involved in the service. The rail rate includes two unused terminal charges, as well as the road haul charge. But there is no necessary analogy between rail and truck rates, since they are based on entirely different factors of cost and service."

Examiner Flynn's conclusion that Congress has the right to regulate pri-

vate contract carriers by investing them with a public interest was characterized as a "strained effort to seek the ground for legality of regulation of the contract carrier." This would not be effective, he said.

The associations he represents, Mr. Shertz said, were "anxious, ready and willing" to consider and participate in any coordinated use of highway and rail that would best serve the public. Very few truck operators would not welcome any coordination which would permit the two media of transportation to give as efficient and economic service as they were now giving.

Concluding, Mr. Shertz declared the rail carriers could not expect any increase in prosperity without the highway being maintained at its highest efficiency as a feeder and distributive agency beyond the territory touched by the rails. The Commission, however, should give further study and consideration to the problem and delay any recommendation to Congress calling for regulation of truck transportation.

Stating that Attorney-Examiner Flynn's report "appears to reflect an attitude of mind which we regard as erroneous and as not founded squarely on experience and enlightened judgment, that Federal governmental regulation is the sole panacea for all ills," counsel for the National Industrial Traffic League opposed full Government regulation. The League is the largest organization of shippers in the United States.

Examiner Flynn's conclusion that the national transportation machine could not function with progressive efficiency part regulated, part unregulated; and that "coordination of transportation agencies cannot reach its economic possibilities under this anomalous condition," as erroneous, according to the League.

"There is no such thing as a 'national transportation machine' in the United States," the brief continues. "There are numerous forms or agencies of transportation, some performed by public carriers, some by private carriers, some regulated and some unregulated. It is indeed a paternalistic attitude to

consider all of these separate, and to a large extent competitive, forms of transportation as a national machine over which the Government should exercise control, whether or not the public demands it.

"It may be that the attorney-examiner, having directed his whole energy and attention for a decade in the service of the Commission to the regulation of the railroads, a regulation which he is convinced has been highly successful, and having had no direct experience with unregulated fields of commerce, is naturally inclined to think that any and all evils may be cured by a complete and all-inclusive Federal regulation of competitive modes of transportation in general and specifically of highway transportation.

"Or it may be that he has put forth his recommendations only tentatively, as something to shoot at. Whatever may have been his approach to the problem, certain it is that the attorney-examiner has gone the extreme limit in favoring every detailed phase of regulation which the most ardent disciple of the railroads or the most implacable foe of highway transportation could devise, short of a prohibitory enactment that would end the discussion by abolishing the highway transportation itself."

The League brief thought it "rather striking" that Mr. Flynn recognized the absence of any "great and pressing demand" by the public for drastic regulation of highway transportation. Instead, he pointed out, there was a public need for regulation "and he wishes the regulation itself to be anticipatory of the public demand which would follow if the highway transportation were allowed to develop without such regulation."

The Commission's first motor vehicle investigation was mentioned by the League, which declared that Examiner Flynn had "gone quite beyond" the recommendations of the prior report. The League doubted whether these latest conclusions were supported by "any new light afforded by the present record or any further experience of the Commission which changed the picture from that presented when the former and more moderate report was adopted."

"We submit that the tentative report indicates very little new and additional experience that changes the situation, other than an intensified competition of the trucks and buses with the railroads," the League brief continues: "Therefore, conclusions which the Commission considered, but could not conscientiously adopt four years ago, are hardly warranted now and required simply because the matter has been considered a second time."

Study of the record in the Commission's investigation, the League said, "will reveal a crazy-quilt of evidence, rather than a comprehensive investigation into all phases of the problem of highway transportation as related to and as competitive with railway transportation."

Attorney-Examiner Flynn is accused

by the League's counsel of having "passed over lightly and without discussion, questions of obvious difficulty as to the validity in law of some of his principal recommendations." An example of this, according to the League, is Mr. Flynn's failure to dispose of the "very genuine difficulty" under the Fifth Amendment to the Constitution, of attempting to regulate contract carriers.

"He does not dispose of the practical difficulties, let alone the legal embarrassments, of regulating contract carriers with the consequent burden on those who now use their services and of having to leave the shipper-owned truck to use the highways free from restrictive regulation which would be impossible of enactment and enforcement," the brief says.

Big Shippers' Weapon

"It is impossible to place too much emphasis on the difficulty of attempting the regulation of carriers for hire on the highways and leaving the shipper-owned trucks free from regulation, in the broader sense, other than regulations as to speed limit, size and load limits, and matters of safety and taxation.

"It must be manifest that, since a great majority of the trucks on the highways are undoubtedly shipper-owned and operated, restrictive regulation of common carriers on the highways, or of both common and contract carriers for that matter, would give great commercial advantages to the shipper who owns his own trucks.

"In other words, the big shipper with capital to have his own facilities of highway transportation would have powerful weapons in his hand for driving out of existence the smaller competitor who is compelled to employ carriers for hire to move his goods to his customers."

The brief said the League was not taking a merely negative attitude of opposition to legislation, but had some suggestions to make "in a liberal attitude, intended to encourage the development of coordinated use of the rail and highway transportation agencies"

Amendment of the transportation Act to express the national policy as favoring the development and fostering not only of rail and water transportation, but of highway transportation as well, is one of the League's suggestions.

It recommends also changes in the interstate commerce Act which would permit establishment of through routes and joint rates between rail and truck and bus lines as well as between rail, motor vehicle and water lines.

Another recommendation is for "appropriate changes," in the Commission's accounting regulations, to prevent the rail carriers operating motor vehicles through subsidiaries or otherwise from making "undisclosed charges" against the public of losses sustained in highway vehicle transportation.

Attorney-Examiner Flynn's proposals for truck regulation were "economically

unsound, impracticable, and, in important features, unconstitutional" and should not be approved by the Commission, according to a brief submitted for the National Automobile Chamber of Commerce.

The examiner's conclusions, according to this brief, mean that the "business of carriage by private contract shall, within the field of Congressional power, be destroyed." His proposals involve an "unprecedented extension of bureaucratic interference with private business," it was said.

"Not only is the Federal Government to embark upon a nationwide attempt at the regulation of common carriers by motor vehicle, but the effort is to go so much farther as to be almost fantastic," the brief states. "All carriage of property by motor vehicle for hire, in interstate commerce, is to become, by legislative fiat, 'affected with a public interest.'"

"No person is hereafter to be permitted to follow what has heretofore been recognized by Courts and business men alike as a private calling without the express permission of a Governmental bureau. No longer may he sell shares in his enterprise or borrow money on its bonds without the agreement of a Governmental bureau.

"No owner of a motor truck is hereafter to make such a bargain for a particular movement as its peculiar circumstances, and his own efficiency, permit. A Government bureau is to fix his minimum rate, for him."

A considerable portion of the Chamber's brief is devoted to a discussion of the constitutionality of its proposals suggested by Mr. Flynn, the brief contending that regulation of private contract carriers is unconstitutional.

The New England Traffic League, another large shippers' organization, also excepted to the Flynn report. This League did not, however, present detailed objections at this time, stating it would wait until legislation was introduced in Congress based on the report, or until the Commission made its report.

While shippers and motor truck operators found the Flynn report too drastic, three Texas railroads, the Fort Worth & Denver City, the Texas & New Orleans and the Texas & Pacific, thought it was not drastic enough.

In their brief the Texas lines asked that certificates of public convenience and necessity be required of all common carriers, including anywhere-for-hire carriers, and that no contract carrier permits be authorized if the proposed operation would be contrary to the public interest or unduly detrimental to existing common carriers.

Exceptions to Attorney-Examiner Flynn's conclusions that rail carriers should not be required to obtain certificates of public convenience and necessity before engaging in terminal operations by truck were filed by the Brooklyn Eastern District Terminal, the Bush Terminal Railroad and the New York Dock Railway.

Rail Warehouses Assailed at Detroit Convention

Story of A. W. A.'s
41st Annual

By KENT B. STILES

THE American Warehousemen's Association at its forty-first annual convention talked largely about "squatters" on the industry. Included in this classification were the railroad terminals, recently erected with others said to be in prospect, operated with storage and handling rates below those quoted by established public warehouses.

The American's cold storage division, now the Association of Refrigerated Warehouses, voted to indorse efforts to drive such railroad plants out of the warehouse business through the offices of the Interstate Commerce Commission.

The merchandise division, however, containing as it does a number of railroad-affiliated warehouse firms which have long been charging compensatory storage and handling rates, refused to go so far as to seek elimination of railroad warehouses, but adopted a resolution aimed to prevent the carriers' further extension into warehousing, and opposing performance by the railroads of warehousing services at rates below cost.

Discussions showed that both groups were seeking the same thing—termination of what was frequently alluded to as "vicious" competitive practices by the rail interests—but that they were not in agreement as to the method to pursue or as to how far to go.

THE convention was opened with invocation by the Rev. Chester B. Emerson, pastor of the North Woodland Congregational Church; and James E. Watkins, Detroit's police commissioner, welcomed the delegates. In response, Harry C. Herschman, St. Joseph, Mo., a past general president, said that in solving warehousing's problems "the old answer won't do," but that the industry must find new solutions of old problems. He predicted: "1932 will not be a year of turning face about, but gains will be substantial and constructive in our industry." Gardner Poole, Boston, another past general president, asserted that "evil forces and evil propaganda must be combatted by unity" to protect "the principles on which this country and Canada were founded."

President Erickson, in his report for the board of directors, recalled that the American had not assembled in Detroit since 1917 and said that since then the association had "continued to move forward in times of adversity as well as in

Certainly the controversy held the delegates' undivided attention as has no other subject considered at an A. W. A. convention in recent years.

Held at the Book-Cadillac Hotel, Detroit, in the final week of January, the convention was attended by more than 150 delegates and guests. The association reelected its 1931 general president, Elmer Erickson, Chicago, while the merchandise group chose Sidney A. Smith, Tampa, as divisional president, and the Association of Refrigerated Warehouses retained Vallee O. Appel, Chicago, as divisional president. The American Chain of Warehouses elected Alton H. Greeley, Cleveland, its president, and Distribution Service, Inc., continued Ernest V. D. Sullivan, Philadelphia, as president.

A broad variety of subjects was discussed and numerous resolutions were adopted as bases for constructive work ahead. Topics considered include Federal barge line competition, Federal trade practice rules, legislation, loans, motor freight competition, national advertising, receipts and banking relation, services to shippers, truck transportation, and uniform accounting.

Supplementing the summary published in the February *Distribution and Warehousing*, a more detailed report of the Detroit proceedings follows:



Elmer Erickson, reelected A. W. A.'s
general president

times of prosperity," having always as its main objective "the promoting of the interests of warehousemen, elevating the standards of the business, encouraging an enlarged and friendly intercourse among its members, and generally advancing the welfare of the warehousing business."

The president reviewed the board's activities during the previous year and outlined what the committees were attempting. Regarding State and Federal regulation of warehousing, he said there had always been divided opinion, adding:

"Just how much further business will be encroached on by laws and regulations cannot be foreseen. Only the future can say whether our relation to interstate commerce will change our position. It is therefore felt that a study, and that only, of such regulatory bills as might meet with the general approval of practical warehousemen, with due consideration given to shippers and the public interest, and as coming within the

scope of both national and State regulation, might prove valuable in the work of our association should the time come for quick action or initiative on our part. These studies are therefore commended to both executive committees and for a subsequent study by the general board."

Mr. Erickson announced that a committee had been named to continue the association's program, in cooperation with the Department of Commerce, covering simplification of forms and methods. This committee comprises R. M. Clark, Portland, Ore.; R. J. Mayer, Omaha; Ralph C. Stokell, New York, and Wilson V. Little and William M. O'Keefe, Chicago, the executive secretaries of the merchandise and cold storage divisions. "As standardization of service plays an important part in our business," the president said, "this activity should develop important work."

Turning to the business situation, Mr. Erickson said "it must be generally conceded that the warehousing industry has suffered little less" than other lines. He continued:

"We are passing through a period which keeps us in constant face with changes and developments which command facts, intelligence and foresight if they are to be dealt with in a manner to insure a brighter future for all of us."

"The feeling seems to be that 1931 will have been the worst of this particular experience. Although the business outlook for the present is regarded as extremely difficult for the first half of the year, by reasons of uncertainties relative to European financial and political developments, the railroads, and the Congressional legislative prospect, it does seem reasonable to think that a permanent trade upturn will begin this year."

"So far, warehousemen, through knowledge of their business and benefits of cooperative competition, have withstood the trials of this depression fairly well. They may not have earned dividends, but they have managed to stay out of red. Business failures among warehousemen are remarkably low, and we must see that it is kept that way by adjusting ourselves to changing conditions."

"It is fortunate that the industry has been far-sighted and shrewd enough to maintain its main lines of defense by whole-hearted support of its trade associations. The small investment in dues by a four hundred million industry is an indispensable insurance expense of the cheapest form."

"Warehousemen who are weathering the storm might well give considerable credit to the cooperative spirit which exists among members of the craft; to accounting methods and standards of practice which have now proven so valuable in fortifying against bombardments for adjustments in service and rates by those who are forced to make them by reason of price wars in their own field. It is necessary in times like these to make constant adjustment in operations

to meet fluctuations and expenses, increased taxes and increased demands for service to customers, and to recognize also that now, more than ever before, the accounting department is quite the most important department in operation. Certainly without it no one, through force of competition or otherwise, should dare to offer rates which might spell difficulty if not financial embarrassment."

"Warehousemen with facts in hand, high-class honest operations, and courage to defend them in real or unreal war between industries, will come through and find a better year at the close of 1932."

"Remarkable changes are taking place in the use and application of refrigeration and refrigerated products. Like-



Sidney A. Smith, new president of merchandise division

wise unbelievable changes are taking place in distribution by reason of chain stores and mass production and mass distribution. While the flow of food products has been quite regular by reason of a more regular demand, it is, of course, known that in other lines stocks and inventories generally have never been so low. Speed and methods of delivery, whether by rail, water, truck, or even by air, afford the warehousing industry opportunities too numerous to mention in the way of adjusting to a new era and placing its business in line, at lowest costs, to serve in the future and get its share of business."

Mr. Erickson made these recommendations:

1. "Encourage accounting and a positive program to help the industry get its costs down so as to do business profitably within the rate level for normal volume. Such a program would tend to discourage over-expansion of the industry."
2. "Encourage use of tariffs built upon known costs and reasonable profit."
3. "Encourage adoption of trade practice rules and codes of ethics. Many trade practice rules have to do basically with rates as affected by price, service, allowances and special rates."
4. "Continue and extend the work in the field among members as well as non-members, with a view to organizing the industry into local groups in the prin-

cipal distributing centers. The effectiveness of our association work depends upon the organized local groups."

5. "That we be strengthened and supported by a larger membership in order that we may have greater moral and financial support."

6. "That we continue to commend and support research work done by various bureaus and agencies in matters relating directly or indirectly to the warehousing business."

E. A. H. Baker, Denver, reporting as general secretary, recalled that the date was the 52nd anniversary of the patenting of the invention of Edison's electric light. "Edison gave the world more light," he remarked. "Too many of us are still groping around in the dark."

The association had 569 member firms at the end of 1931 as against 585 at the close of 1930, Mr. Baker reported. Of the sixteen lost, nine left the merchandise division and seven left the cold storage division.

J. Edgar Lee, Chicago, called on to speak as a general past president, said he considered the large attendance a reason for optimism.

Frank A. Horne, New York, general vice-president, introduced H. A. Haring, *Distribution and Warehousing's* contributing editor. The A. W. A., Mr. Horne said, had now arrived at that maturity where it was developing a literature and ethics and principles, and Mr. Haring had contributed to the literature to an extent which entitled him to first rank.

Mr. Haring discussed "The Most Pressing Need of Our Warehousing."

Railroad Storage

DISCUSSION of "Railroad Warehouses" was next on the program, and Mr. Erickson explained that it had been put there to give both divisions opportunity to talk over this problem jointly before taking it up individually. It was to be understood, he explained, that no resolutions would be entertained by the chair at this first session, but the divisions might send resolutions, based on divisional actions, to the general body at the latter's concluding session on the final day of the convention. The discussion at this first session was for education and enlightenment, he pointed out.

T. A. Adams, Sr., New York, chairman of the Warehousemen's Protective Committee, which is trying to compel the railroads to discontinue warehousing completely (through an action brought before the Interstate Commerce Commission, as explained in Washington correspondence in the February *Distribution and Warehousing*), said the committee now had a membership of about 200 merchandise and cold storage warehouse companies.

Mr. Adams outlined the activities of the committee and developed the fact that there were two schools of warehousing opinion as to what attitude should be taken regarding railroad warehouse

*Mr. Haring's paper, supplemented with more detail, is published elsewhere this month under the title "Fortifying the Future of Warehousing." Turn to page 5.

competition—(a) that of the protective committee, which believes the carriers should be forced out of warehousing entirely; and (b) that of another group which was not opposed to railroad warehousing if storage and handling rates were compensatory.*

In a paper read at Detroit Mr. Adams maintained that an agreement on the part of the railroads to charge compensatory rates could not be enforced for the following reasons:

"1. It cannot be enforced by the Interstate Commerce Commission. A common carrier that files tariffs of rates or charges for trade services cannot be indicted or prosecuted for departure from such filed rates or charges.

"2. If common carriers are not compelled to withdraw from voluntary warehousing and storage, well known trade services, the railroad will be immune from effective regulation and will be privileged to rebate at will through its warehouse and storage activities."

Mr. Adams continued:

"It is self-evident that the railroads will not enter into a contract to charge certain specified rates unless the warehousemen agree to charge the same rates. Such a contract, if it was a *bona fide* one between the warehouse industry and the railroads, would be subject to the jurisdiction of the Federal Trade Commission and the Department of Justice under the Sherman Act and would undoubtedly be held as restraint of trade. All that can be expected of the railroads is a promise."

Mr. Adams said he had the support of a majority of the board of directors of the Warehousemen's Association of the Port of New York and that the Cold Storage Warehousemen's Association of the Port of New York and the New Jersey Merchandise Warehousemen's Association had voted indorsement.

"There is no middle course in the fight," he continued. "We are champions of a principle—namely, that the railroads have no legal right to take over the railroad and storage business—no legal right to use their capital funds in the warehouse and storage business—no legal right to make up their deficits from such operations out of the railroads' treasury. It is the duty of the independent commercial warehouse industry to see that the law as defined by the Interstate Commerce Act and the Elkins Act is enforced."

"This action primarily affects the Port of New York, but it is national in scope. The question is—can the railroads condemn the warehouse industry?—an industry that we estimate has an investment of more than one billion dollars.

"The railroads and their affiliates are adding millions of square feet of storage capacity to the already over-supply. Construction of new warehouses by the railroads and their affiliates throughout the United States is not a public neces-

sity, is not prompted by the need of additional facilities, but is based entirely on the traffic-buying motives of the railroads."

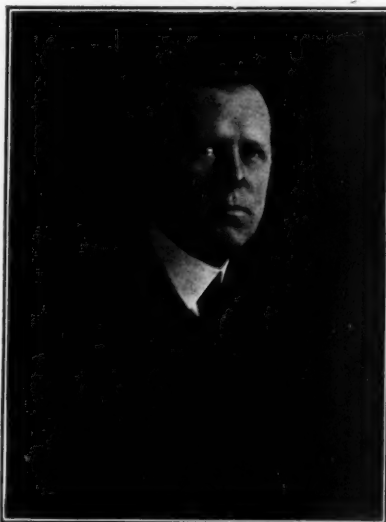
The committee's procedure leading up to the inquiry ordered by the I. C. C. (Part 6 of Ex Parte 104) had brought, to date, Mr. Adams told the convention, the following:

"1. It prompted the railroads to form the Association of Railroad Warehousemen.

"2. Compelled an indefinite postponement of several railroad warehouse projects.

"3. Brought our movement to the attention of the independent commercial warehousemen in all parts of the United States.

"4. Crystallized the necessity of stopping the railroads' intrusion into the warehouse industry.



Samuel G. Spear, reelected vice-president merchandise division

"5. Succeeded in making the conditions existing at the Port of New York a test case before the Interstate Commerce Commission.

"6. Succeeded in obtaining 100 per cent cooperation of the independent commercial warehousemen at the Port of New York.

"7. Succeeded, in cooperation with the Interstate Commerce Commission, in obtaining evidence that will unquestionably win our case before the Interstate Commerce Commission and the United States Supreme Court."

Samuel G. Spear, Boston, representing the other "school of thought," said the railroads were already "very definitely in the warehouse business" with investments and subsidiaries and through contracts "with our own group," and that he and his associates, recognizing that as fact, had used their best efforts to guide the carriers along the line of good competition and at rates comparable to those of public warehousing. More was to be gained through cooper-

ation and guidance than by the "big stick" method or by forming an enmity, he believed.

The investigation which Chester B. Carruth, field secretary of the merchandise division, made last summer was conducted at the request of the Department of Justice and the Interstate Commerce Commission, Mr. Spear said, and "no other person in the United States" could have done it so capably.

The result, Mr. Spear continued, has been a promised rate revision, by the trunk line carriers serving New York, that was "most astounding" and "most extraordinary, far beyond anything" he could dream could have come about.

Mr. Spear read a statement of what had been brought about through the efforts of his group, which includes a number of the New York members, and through the aid of Mr. Carruth and with the moral support of the merchandise division. This statement covered the in-transit rates promised by the carriers on storage and handling.

Both groups, Mr. Spear pointed out, had the common desire of "eliminating vicious storage practices" of the railroads, but differed as to the expedience of attempting to force the carriers out of the storage business. It should be borne in mind, he added, that the A. W. A. included members operating railroad warehouses. If the railroads quoted compensatory rates, he maintained, danger to public warehousing would be removed, the incentive for further invasion of the field would be checked and at the same time public warehousing would have cooperated with the railroads.

Frank A. Horne, New York, moved that the general session recommend the privilege of the floor, at each divisional session, to representatives of the "other school of thought," but withdrew it subsequently when informed that the merchandise division would extend to the cold storage group an invitation to participate in the merchandise division's discussion of the subject in executive session.

"Our position," Mr. Horne said, alluding to the Warehousemen's Protective Committee, "is sound and will commend itself to the Interstate Commerce Commission and the Courts. Principles are involved and it is necessary to take a stand. The railroads are illegally in the warehouse business in violation of the Sherman Act. Rates cannot be enforced, and they will not, in my judgment, be lived up to."

Mr. Horne said he knew of three railroad warehouse projects which would have gone forward if the Adams committee had not acted. "If we do not continue our work," he declared, "such projects will go on. We should have started years ago. Now is no time for conciliation and compromise. We're going into this fight on fortified well-analyzed scientific facts."

L. B. Kilbourne, Omaha, declared the railroads were usurping cold storage warehousing "all the way through"; were planning warehouses in Kansas

*The arguments of these two groups were clarified in an article in the February issue of "Distribution and Warehousing."

City, Chicago and Los Angeles, had been "running amuck for ten years," and that the fight "must be carried to the Supreme Court."

Elections

THE two divisions thereafter went into their individual sessions. On Jan. 30, the last day of the convention, they again met in joint assembly.

On motion of D. H. Van Name, chairman of the general resolutions committee, various by-laws were amended to provide for action which the cold storage division had taken—changing the group's name to the Association of Refrigerated Warehouses, although continuing affiliation with the A. W. A.

The officers which the two divisions had elected for 1932 were announced. The personnel of officers and directors, together with their company connections, was published in full in the February *Distribution and Warehousing*. Sidney A. Smith, Tampa, is the merchandise group's new president, while the Association of Refrigerated Warehouses continued Vallee O. Appel, Chicago, as its presiding executive. Samuel G. Spear, Boston, is again the merchandise division's vice-president and J. P. Feuling, St. Paul, is the new treasurer. The cold storage group continued Frank A. Horne, New York, as vice-president and George D. Liles, Buffalo, as treasurer.

General officers were then elected. Elmer Erickson, Chicago, was continued as president; Frank A. Horne, New York, as vice-president, and D. H. Van Name, New York, as treasurer. E. A. Howard Baker, Denver continues as secretary for the time being, although he announced it as likely that business pressure would compel him to withdraw.

Invitations were read by Mr. Baker for the 1933 convention. The bids were from hotels, chambers of commerce, city officials, etc., in St. Petersburg, Cincinnati, Cleveland, St. Louis, French Lick Springs, Ind., Chicago, New Orleans, Milwaukee, and Biloxi, Miss.

Merchandise Sessions

FRED R. LONG, in his report as president of the merchandise division, reviewed this group's activities during the year, which he said "was a severe one upon industry." He concluded:

"Warehousemen received their proportion of woe, but we are facing the new year with heads up. Some time ago I received a letter from a warehouseman in Kobe, Japan. One thing that struck me forcibly was his expression regarding rates. He said, 'Warehousemen have never been paid enough to accumulate fat, to live on in bad time, and I think that the maintenance of reasonable rates is imperative for good warehousing as well as healthy conditions of the general industries.' This is true and very much to the point."

Wilson V. Little, Chicago, in his report as executive secretary, urged the use of the A. W. A. seal in members' advertisements in *Distribution and*

Warehousing; this was becoming increasingly valuable, he asserted, as manufacturers were looking for it.

On motion by Jay Weil, New Orleans, it was voted that the cold storage group be invited to a merchandise session for discussion of the rail storage situation.

Reporting for the nominating committee, Frank F. Powell, chairman, presented the slate for the division's 1932 officers, headed as already mentioned by Sidney A. Smith, Tampa, for president. In the full list of officers and executive committee members, as published in these



David H. Van Name, who was re-elected general treasurer

columns last month, the name of George A. Rhame was omitted through error. Mr. Rhame continues as the merchandise division's assistant executive secretary.

Bonded Warehousing

HARPER A. HOLT, New York, chairman of the committee on bonded warehouses, announced in his report that after the present Congress convened he approached Senator McNary regarding a bill designed to cause the assumption, by the Government, of such deficiencies as might be the result of sales of general order merchandise; such a bill was being prepared for introduction in Senate and House, Mr. Holt said, and the committee had "high hope" that it would be enacted.

Recalling that the committee several years ago initiated the proposal of contracting from three years to one year the period within which bonded merchandise may be stored, Mr. Holt said that "if suitable steps are taken such a provision will be incorporated in the revision of the tariff" as now contemplated by the House.

Pointing out that member companies operating at various ports differed in their opinions regarding expansion or elimination of part-time storekeepers in bonded warehouses, Mr. Holt said his committee recommended that the di-

vision take no action, but that it "view with complacency such practices as may variously be instituted by the collectors in the various districts, presumably designed to fit the circumstances of the collection district under supervision." And the chairman saw little prospect of success in any effort to transfer from the warehousemen to the Government the salaries of the storekeepers.

Mr. Holt alluded to the Welch "free zone" bill and said his committee believed it to be of major importance on the committee's 1932 docket. He believed creation of "free zones" to be "justifiably economical" and "thoroughly in the interests of warehousemen."

The chairman told the group that the bonded warehouse business had suffered considerably, due to the tariff and to general business conditions, and that general orders had been smaller both in number of lots and in volume.

Waterways

THE association's fight before the Interstate Commerce Commission to bring an end to warehousing competition by the Federal barge lines was reviewed in detail by R. W. Dietrich, New Orleans, in his report as chairman of the river and lake ports division of the committee on traffic and transportation.

The Commission "seemed impressed" with the oral argument presented by A. W. A. counsel at Washington last November, Mr. Dietrich said, adding: "I trust that the Commission will reverse the examiner's findings and give our association a favorable decision." By "reverse" he was alluding to the fact that the examiner had earlier recommended to the Commission that the A. W. A. complaint be dismissed because, in the examiner's opinion, warehousemen were not shippers and therefore did not come within the jurisdiction of the Interstate Commerce Act—an opinion to which A. W. A. counsel took vigorous exception, Mr. Dietrich said.

"In the opinion of your chairman," he continued, "the decision of the Supreme Court in the case of the Merchants Warehouse Co., in which the Court held that warehousemen were in fact shippers, will be sufficient to reverse the recommendation of the examiner that warehousemen are not entitled to relief from an unjust situation on the grounds that they are not shippers."

Elsewhere in his report Mr. Dietrich said:

"Your chairman has several times reported his suspicions of an extensive and an enlarged scheme of operations of the Federal barge lines, and because sugar forms the principal tonnage carried by the Government barge lines, and at the same time forms a large portion of the business of many of our members, he has felt considerable uneasiness at various statements indicating an intention on the part of the Federal barge lines to increase the scope of their operations to regions where our members are not now seriously feeling the effects of the free

storage (mostly sugar tonnage) and free handling given by the Government's barge lines."

Mr. Dietrich quoted from a statement by Major General T. Q. Ashburn, chairman of the Government's Inland Waterways Corporation, indicating likely extension of Federal barge line service to the Ohio River, the Columbia and the Snake on the Pacific Coast, the Intracoastal Canal from New Orleans to the Rio Grande, the Illinois River to Chicago, the Missouri River to Kansas City, and to the New York State Barge Canal if the latter becomes Government property. Mr. Dietrich concluded:

"As long as there are powerful and independent railway systems serving sections of our country, the commercial and financial interests of those sections are involved with the welfare of the railways. It is therefore to the interests of the railways to build up the trade and commerce of those sections. But with the Government in the transportation business the interests of those sections will be viewed in the light of the transportation business of our country as a whole. In other words, trade and commerce of such sections under a monopolistic Governmental transportation system will not get the protection that they get at present from the railways under private management.

"The gentlemen in Washington with their eagle gaze will vision what they will say is the interest of the country as a whole; and it will be just too bad if this policy diverts from certain communities the trade and commerce they thought to be secure, and which would be secure if a Governmental competitor of the railways did not appear."

The chairman made it clear that he was not assailing operation by privately owned barge lines. "These lines," he said, "must depend on their own money to finance them and not on the taxpayers of the country."

Rail Charges

SAMUEL G. SPEAR, Boston, in his report as chairman of the port and port terminals division of the traffic and transportation committee, said 1931 marked "the most hopeful period in the long efforts to win the railroads over to the charging of compensatory rates for storage services in competition with our members in the North Atlantic ports."

He outlined his group's negotiations with the trunk lines after the group had interested the Department of Justice and the I. C. C. in the carriers' practices, and reviewed the investigations made by Mr. Carruth and engineers—an inquiry which, he declared, had proven "beyond the shadow of a doubt the illegal and wasteful non-compensatory charges being made by the carriers." The Trunk Line Association, he said, "voluntarily held conversations toward a house cleaning by the carriers before action could be brought against them by the Government departments responsible for the administration of the Elkins Act and the Transportation Act."

Remarkable progress had been made,

the chairman asserted, and "it is promised that tariffs will shortly be issued, placing all but a few commodities on a basis of rates of 3c. per 100 lbs. (1c. per cu. ft. minimum for storage) and 4c. per 100 lbs. for handling in and out combined." Mr. Spear added:

"If this comes through as expected it will form a precedent that should help the situation in every railroad center of the country. If the railroads accept the theory of compensatory rates for this non-transportation service the urge for the building of storage terminals which are always traffic solicitation devices will have been taken away."

President Long paid a tribute to H. B. Whipple, New York, for Mr. Whipple's



E. V. D. Sullivan, reelected president of Distribution Service, Inc.

aid in Mr. Carruth's inquiry, declaring that any results would be due in a great measure to Mr. Whipple's assistance.

Field Activities

CHESTER B. CARRUTH presented a detailed report of his travels and efforts as the division's field secretary, and discussion from the floor indicated members' agreement that his activities had been important, essential, educational and helpful in meeting pressure from traffic managers to reduce rates.

It was voted that Mr. Carruth's field work be continued during the coming year.

Banking Relations

AS chairman of the committee on banking relations, A. T. Gibson, San Francisco, alluded to the Atlantic City convention speech of Robert H. Bean, executive secretary of the American Acceptance Council, on "The New Relations of the Warehouse Business to Banking," a year ago, and told of the wide interest it had created in banking circles and among warehousemen.

*Published in the March, 1931, "Distribution and Warehousing."

Mr. Gibson reviewed the committee's activities of the year and told of the progress of acquainting banking executives with the use of warehouse receipts as collateral.

"The use of the warehouse receipt in the credit scheme of this nation has not been scratched, but is growing apace," he said. "Chattel mortgages and trust receipts are rapidly falling into the discard where warehouse receipts can be used because the latter give greater security to the banker and are simpler and quicker to handle.

"Subsidiary warehouse receipts are not valid and give the banker no protection against third party claims. Through lack of definite information as to the status of warehouse companies, some bankers still accept receipts issued either by the borrower or by his shadow, a dummy corporation formed for this sole purpose. The goods are not in the custody of a bona fide warehouseman and the receipts are valueless. This abuse of warehouse receipts can be eliminated when sufficient propaganda and publicity have been given among the banking fraternity."

Mr. Gibson spoke of the joint legislative committee created by Oregon, Washington, Idaho and Montana to revamp those States' warehouse receipt laws and incorporate a bonding and licensing feature, and announced that to that committee had been submitted a memorandum "suggesting the best features of licensing and bonding legislation and pointing out the very important facts that only bona fide warehousemen engaged in the business of storing goods for others at a profit should be licensed." The memorandum was used by the legislative committee, the chairman said, and he emphasized that the information "will be of value to warehousemen in any State where legislation is threatened" relative to licensing and bonding.

Mr. Gibson urged that the association's 1920 document, now exhausted, titled "Warehouse Receipts as Collateral," be revised and reprinted, and President Long recommended such action by the incoming executive committee. Mr. Gibson said that "the very fact that after twelve years this pamphlet is still in demand by bankers generally is the best possible indication of its worth to our industry."

The chairman urged that banking publications be used this year by the division's national advertising committee, declaring bankers were more anxious now than ever before "to get themselves in the most secure and liquid position possible" and that it should be driven home to them "that warehouse receipts offer an opportunity for them to secure themselves and obtain at the same time paper eligible for Federal Reserve discount." Such advertising not only would create new business by getting the banker to insist on warehouse receipts as a basis for credit, Mr. Gibson pointed out, but would "turn business which actually exists in every city from the small independent, less reliable houses to the houses which can pass the

status of entrance requirement" into the A. W. A.

Paul M. Williams, senior marketing specialist of the Department of Agriculture's Bureau of Agricultural Economics, told the warehousemen they were in a position today to render "an outstanding service" to the country's agricultural interests through handling canned fruits and vegetables.

With buying on a hand-to-mouth basis, Mr. Williams said, warehousing had become "of colossal magnitude." Changes in financing had come with changes in distribution, he pointed out, and a large burden of the financing was now falling on the canners, and accordingly warehousing could aid, and had materially aided, the canners either directly or indirectly through banking contacts.

Mr. Williams told about the Government's certificates of grade and was asked numerous questions from the floor regarding them. Warehouse receipts accompanied by such certificates, he said, would aid canners in the proper distribution of their products. The certificates would, he stated, be issued to any reputable warehouse, as they were not confined to warehouses licensed under the United States warehouse Act.

Rail Charges

THE delegates went into executive session to discuss the railroad storage problem which had been considered at the general opening meeting.

Albert B. Drake, Newark, N. J., president of the New Jersey Merchandise Warehousemen's Association, presented a resolution that the division endorse the action of the Warehousemen's Protective Committee, chaired by Mr. Adams. Mr. Spear offered as an amendment a resolution which had originally be passed by the division's executive committee.

Inasmuch as the ensuing discussions, at times acrimonious and bordering on the personal, were of executive character, they may not be summarized here. During the deliberations, the cold storage delegates, accepting the invitation previously extended, entered the room and took part in the arguments advanced by the two "schools of thought."

The outcome, after the cold storage men had withdrawn, was adoption by the merchandise group of the Spear amendment, slightly revised as compared with the text originally approved by the merchandise division's executive committee. The revised text reads:

"Resolved, that the American Warehousemen's Association, Merchandise Division, take what measures as may be necessary to prevent the further extension, directly or indirectly, of the railroads into the public warehousing business; and be it further

"Resolved, that the division actively oppose the performance by the railroads or others, directly or indirectly, of any warehousing service at a rate or charge that does not, in itself, reimburse to the railroads the complete expense incurred by them in providing any such service."

In the discussion preceding the adoption it had been pointed out that the merchandise division included a number of railroad-owned warehouses within its membership and that such members had long supported the association's best interests and were quoting rates in line with those of competitors in the cities where they operated.

When it came to voting on the Spear resolution, James C. Brown, manager of one of the railroad-operated warehouses in Baltimore—a company which has long been an A.W.A. member—presented a number of proxies which he had received by telegraph. Some members objected to the proxies being used, but President



Alton H. Greeley, elected president of the American Chain of Warehouses

Long ruled otherwise and they were admitted. The balloting was 29 in favor of and 23 against the Spear memorial.

The report of R. M. King, Syracuse, as legislative committee chairman, was read, in his absence, by W. A. Morse, Minneapolis. Mr. King recommended to the warehousemen that they guard uniformity in the warehouse receipts Act in proposed State legislation. He reviewed various bills, affecting the industry, before State Legislatures, and warned of a flood of bills inimical to motor transportation. He alluded also to the motor freight terminal situation, saying that these terminals, springing up from coast to coast, were bringing about a complete new set-up in distribution. He concluded with a tribute to the late Barry Mohun, the attorney who was the "father" of the warehouse receipts Act.

The division's 1932 officers were elected at this point. Sidney A. Smith, in accepting the presidency, said warehousing must get down to fundamentals, get its house in order and put the business on the right side of the ledger.

Advertising

A FEATURE of the report of D. S. Adams, Kansas City, as chairman of the national advertising committee,

was his announcement that the national campaign, now entering the third year of the three-year period originally financed through member-subscribers' contribution, was to be extended across a fourth year "at no additional outlay over the original contracts."

The campaign was gaining in momentum, Mr. Adams told the group, and the committee's service bureau was increasing in efficiency; some business had actually moved into the warehouses as a result of the work, and letters from prospects indicated that improved business conditions would bring a great deal more. By extending the campaign across a fourth year, he pointed out, "we will not lose the momentum gained, and spending part of our remaining funds in 1933 will bring more business into warehouses than would result if the entire amount was expended by the close of this year." He added:

"We feel that 1933 will catch the upswing in business and that the investor warehouses will receive the maximum benefit for their expenditures."

Earlier in his report, Mr. Adams told the group that the committee was carrying on "exactly in accordance with the original plan," placing advertisements in *Nation's Business*, *Time*, *Business Week*, *Printers' Ink*, *Sales Management*, *Distribution and Warehousing*, and other business magazines, and conducting a direct-by-mail campaign with broadsides and follow-ups. He outlined in detail the committee's activities and brought out the point that the effort was gradually bringing about a more uniform basis for the quotation of rates, thus meeting a desire expressed by numerous shippers.

"As to results received to date," Mr. Adams said, "our advertising has developed 4258 inquiries resulting in the distribution of about 7500 service booklets. We have received 174 direct sales leads. As the average sales lead requested warehouse service in a number of cities, this has resulted in 4986 warehouse lead notices being referred to investor warehouses."

George A. Rhame, Chicago, the committee's secretary, reviewed the work being done on the campaign at the Chicago headquarters.

Donald D. Davis, Kansas City, the committee's advertising counsellor, outlined with charts and illustrations the business journals being used as mediums; explained the characters of the series of texts used in that advertising; displayed letters from interested shippers attracted by the advertising, the replies being largely, he said, from presidents, treasurers, sales managers, etc.; and stated that the responses had been heavy during the first three weeks of 1932.

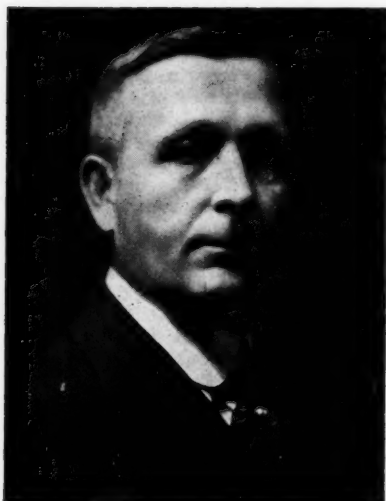
Of the sales leads developed to date, Mr. Davis told the group, 74 per cent had either turned to warehousing as the way to distribute, or planned to use warehouses, or were still studying the plan after being favorably impressed. In conclusion, Mr. Davis quoted at length from H. A. Haring's article on advertis-

ing in the January *Distribution and Warehousing* to drive home the thought that the sure way for the business world to reach the top was through—to use Mr. Haring's words—"a long-schedule campaign of advertising, not consisting of a series of jumps, but of a continued and unbroken tug on the hawser."

The division adopted several changes in the by-laws. One was to make the text conform with the action of the cold storage division in changing its name to the Association of Refrigerated Warehouses. Another provided that the fiscal year end on Dec. 31 instead of Nov. 30, as heretofore.

Service Charges

THE delegates discussed what the printed program called "bread and butter matters." This was another executive session, restricted to member-



John P. Feuling, the new treasurer of merchandise division

companies, and a detailed report here is not permissible. The deliberations had to do with service charges to shippers and the necessity of creating nationwide uniformity in the definitions of such charges and in linking them up directly with the association's standard terms and conditions adopted some years ago in cooperation with the Department of Commerce and various organizations representing shippers, carriers, bankers, etc.

A resolution offered that the division favor full regulation by the Interstate Commerce Commission or some other Federal agency of interstate motor transportation, and that Congress be petitioned to that end, was, on motion, tabled without discussion.

On motion by Sidney A. Smith, the division adopted a resolution thanking President Long for the way he had handled a difficult meeting and for his work during his tenure of office, and the division's business was adjourned with cheers for the retiring president.

Chain and "DSInc."

THE American Chain of Warehouses and Distribution Service, Inc., held their annual meetings prior to the opening of the A. W. A. convention. Each group elected officers; the personnel was published in full in the February *Distribution and Warehousing*. Alton H. Greeley, Cleveland, was chosen president and chairman of the board of the Chain group; while Ernest V. D. Sullivan, Philadelphia, was continued as president of "DSInc."

Cold Storage Sessions

AN outstanding feature of the deliberations in the cold storage division sessions was the decision to change the group's name to "Association of Refrigerated Warehouses, a Division of the American Warehousemen's Association."

The new set-up provides for an executive committee of twelve; for affiliation "with other organizations engaged in similar or related lines of business, such as the American Institute of Refrigeration"; continuation of affiliation with the A. W. A. as in the past; a change in the fiscal year to end Dec. 31 instead of Nov. 30; for voting by proxy at special meetings only; and for "promotion and fostering of State, sectional and local groups and associations of refrigerated warehouses."

V. O. Appel, the division's president, in his report pointed out that while many trade associations had slipped in membership because of business conditions, cold storage warehousemen had "stood firmly by their ship." The reduction of 20 per cent in members' dues "must be considered a temporary arrangement for the current year," he stated, "and is based on the premise that association affairs will in no manner suffer impairment."

While warehousemen were frankly in the business for the one and only purpose of making money, Mr. Appel said, all its individual companies must rise and fall with the industry as a whole. To reduce tariffs to attract customers was not exercising intelligence, he asserted; rates and conditions in one city had a direct bearing in other cities.

The president cited as the five "outstanding major issues" before the division today the following:

- "1. Federal Reserve Bank recognition of warehouse paper.
- "2. A uniform system of cost accounting.
- "3. Over-construction of warehouses and the intrusion of railroads into our business.
- "4. Procedure under Federal Trade Commission rules.
- "5. Limitation of warehouse loans."

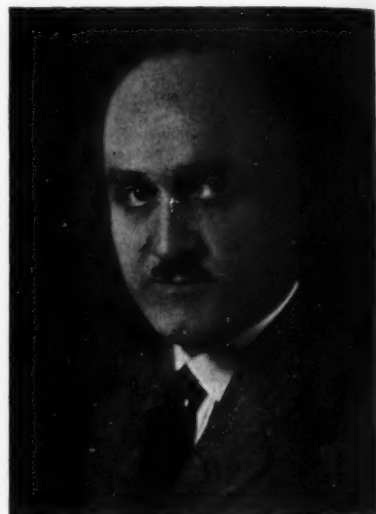
Regarding the first, he said the cold storage warehousemen loaned \$100,000,000 annually on the country's farm products, and "technicalities and reactionary ideas in the main prevented recognition" by the Federal Reserve banks.

Of the second, he said the need for "an orderly, scientific, paid effort to

arrive at a uniform cost accounting system" was growing daily and the industry would never place itself on "a justifiable earning basis nationally or locally" until it had worked out correct costs.

As to the third, Mr. Appel said he recommended unqualified support of the Warehousemen's Protective Committee "in its ambition to eliminate railroads from participating" in warehousing. "Some of our fellow warehousemen may be alienated," he conceded, "but the danger is too great and the equities too preponderant to advise any other than a decided stand on this issue." He added:

"Overbuilding of warehouse facilities has caused 90 per cent of the present demoralization in the warehousing business. The sad experience of public investors in warehouse securities during the past five years should prevent fur-



V. O. Appel, again president of American Association of Refrigerated Warehouses

ther construction through public financing for years to come. With the railroads, it is different. They have the means, and various selfish reasons prompt them to embark into warehousing. With their vast resources, varied interests and widespread agencies for the solicitation of custom, reasonable competition is well nigh impossible for those of us who operate independently and without affiliations."

Regarding the fourth major issue, Mr. Appel urged that "full faith and credit" be given the Federal Trade Commission rules promulgated for the industry. "Whatever may be the actual constituency of the so-called teeth in these rules," he said, "they are reasonable, sound and practical. They offer a most welcome medium for our ills by home treatment, providing, of course, we have an honest desire to be cured." He suggested elimination from the membership roster of "those who in their superior wisdom choose to depart from the tenets laid down for us" by the Commission.

Regarding the limitation of warehouse loans, Mr. Appel stated that "the time has definitely arrived when warehousemen must rise from their complacency and assume a positive position in the markets embracing commodities which they finance. . . . Unless our industry assumes a determined leadership in voicing a concerted opinion as to safe values, our remaining customers will gradually disappear and with the customers will go our warehouses. We cannot continue to fiddle while Rome burns."

Cost Accounting

AS chairman of the uniform accounting committee, Earle E. Hess, Chicago, presented a number of recommendations. Based on these, the division adopted resolutions that President Appel appoint a national cost council comprising sixteen members and that the council be directed to carry out the committee's proposals with regard to costs.

Under these resolutions, the council will enter on a program for establishment of uniform accounting, production of comparable costs, and exchange of unit cost information, and the standard accounting and cost finding procedure developed will be published as a three-volume set of books. It is anticipated that sale of the book will in time defray the original cost of the effort.

Rail Storage

THE division adopted a resolution approving and indorsing the activities of the Warehousemen's Protective Committee after T. A. Adams, Sr., New York, the committee's chairman, had presented a report regarding the rail storage situation.

The resolution pointed out that "although the proceedings that are now being instituted" by the Adams committee "primarily affect the Port of New York, the work of this committee is national in scope."

Legislation

AS chairman of the legislative committee, A. V. Mason, Milwaukee, said that in response to a questionnaire 67 per cent of the members had voted against initiating Federal legislation; 32 per cent had voted in favor of such legislation; 43 per cent in favor of standardizing present State cold storage laws; 27 per cent against such standardization; 38 per cent as opposed to State supervision of rates and practices; 35 per cent in favor of such supervision; 10 per cent in favor of no supervision of any character; 6 per cent in favor of Federal Trade practice rules; and that 1 per cent "indicated indifference to all these matters."

The division approved two recommendations presented by the Mason committee. One was "that no further action be taken looking to any legislative program involving new Federal regulation, and that, in lieu thereof, the efforts and solid influence" of the association "be devoted sincerely" in support of the Federal Trade Commission's rules and practices. The other was that a new

legislative committee be created with instructions to concentrate attention and study the standardizing or bringing into harmony "the present medley of State cold storage laws" and, in so doing, to cooperate with trade associations and others interested in this subject.

Loans

AS chairman of the committee on warehouse loans, Harry C. Herschman, St. Joseph, Mo., submitted recommendations which the division approved. The aim of the recommendations is "to inaugurate practices which will protect, not only our own industry, but also legitimate dealers in commodities which we store." To that end the committee submitted a three-section plan. One section



Wilson V. Little, executive secretary of the merchandise division

defines a method of establishing, by zones, maximum loans on the various commodities. The second defines a method for protecting the entire membership against dealing blindly with operators in financial difficulties. The third outlines "the only method under which this plan may be worked successfully."

The plan provides for creation of a warehouse loan committee, with zone committees, and Mr. Herschman explained in detail the duties of the committees, the commodities to be considered, the basis on which loans should be made, how information would be exchanged by members as to loans granted, and the procedure for members to follow when making loans. The division's executive secretary, William M. O'Keefe, Chicago, would receive monthly reports and would serve as a clearing house.

Trade Practices

FRANK A. HORNE, New York, chairman of the trade practice conference committee, reviewed and explained the cold storage trade practice rules promul-

gated by the Federal Trade Commission and outlined the Commission's procedure. He considered the set-up the industry's opportunity "to clear itself of unfair methods of competition and to promote a wholesome movement for better business conditions" and he urged members' whole-hearted support.

The Commission's rules were discussed, whereafter the following resolution was adopted:

"That the Association of Refrigerated Warehouses recommend to the trade practice conference committee that it request the zone committees to supervise the filing of tariffs and consideration of having such schedules filed with the secretary of the respective zone committees as well as with the secretary of the trade practice conference committee."

On motion by R. H. Switzler, St. Louis, the division adopted a resolution that "we recommend and urge upon all warehouses making advances to customers for the payment of freight or for other purposes, to require in each and every case the execution of customary warehouse notes for all advances without exception whatsoever."

Under the head of new business at the closing session Gardner Poole, Boston, in his capacity as president of the American Institute of Refrigeration, announced that the next International Congress of Refrigeration would be held in Buenos Aires next September. He suggested that the executive committee arrange for presentation of a paper relating to the cold storage business in the United States."

The Detroit group provided a varied entertainment for the delegates and their ladies. This included sight-seeing trips around Detroit, visits to Canada, inspection of motor plants, and receptions and teas. The Detroit members of the convention committee were George Love, Harry D. Graham, Harry S. Hall and Edwin E. Seymour.

At the annual banquet President Erickson introduced Harry C. Herschman, a past general president, and brief talks were made by Mr. Erickson, Mr. Herschman, Gardner Poole and J. Edgar Lee, past general presidents; V. O. Appel, cold storage division president, and Fred R. Long, retiring president of the merchandise division.

Prior to the opening of the general session at which railroad warehousing was discussed, four-page preprints of *Distribution and Warehousing's* February issue stories covering this situation were distributed and were made available also for the executive committee and board meetings. Thus when the delegates entered the convention hall they were familiar with the background of what proved to be the feature subject of discussion.

When you ship goods to a fellow warehouseman—use the monthly *Directory of Warehouses*.

Occupancy Figures Indicate Slight Recession

Dec. 31st Mark
0.1% Down

By KENT B. STILES

PUBLIC MERCHANDISE WAREHOUSING NOVEMBER-DECEMBER, 1931

Division and State	Per Cent. of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	Nov.	Dec.	Nov.	Dec.	Nov.	Dec.	Nov.	Dec.	Nov.	Dec.
NEW ENGLAND (Total)	51.7	55.3	17,291	25,152	12.7	18.5	2,300	2,969	1.7	2.2
Vermont and New Hamp.	94.3	95.1	128	124	4.0	3.9				
Massachusetts	50.0	54.0	12,688	17,339	14.0	19.1	1,112	1,937	1.2	2.1
Connecticut	64.5	71.4	2,260	5,944	10.4	27.9	928	852	4.3	4.0
Rhode Island	43.2	41.6	2,215	1,745	10.9	8.6	260	180	1.3	0.9
MIDDLE ATLANT. (Total)	62.9	62.7	110,497	145,381	15.5	20.0	10,392	8,080	1.5	1.1
N. Y. Metropolitan Dist.										
Total (1)	63.5	64.0	78,083	114,879	14.5	20.5	3,033	2,008	0.6	0.4
Brooklyn	63.8	60.4	40,002	46,911	13.4	14.7	1,495	1,435	0.5	0.5
Manhattan	60.8	62.5	8,198	16,650	10.8	21.9	1,143	1,481	1.5	0.2
Nearby New Jersey	65.5	71.7	23,627	43,903	15.6	28.9	395	425	0.3	0.3
All other Met. Dist.	71.9	77.9	6,256	7,415	49.1	58.2				
N. Y., except Met. Dist.	62.3	58.0	11,146	8,601	15.5	12.0	3,822	3,415	5.3	4.8
N. J., except Met. Dist.	60.6	57.4	951	948	11.2	11.2	146	118	1.7	1.4
Pennsylvania	59.8	58.7	20,317	20,953	22.1	23.7	3,391	2,539	3.7	2.9
E. NO. CENTRAL (Total)	70.9	69.8	99,978	81,181	22.6	18.4	22,018	18,481	5.0	4.2
Ohio	69.6	66.8	12,537	10,430	14.7	12.3	8,118	6,874	9.5	8.1
Indiana	76.0	72.6	5,987	5,621	14.0	13.0	1,291	1,201	3.0	2.8
Illinois, except Chicago	74.6	74.2	12,842	10,406	55.8	45.2	1,793	1,639	7.8	7.1
Chicago	70.5	71.1	29,690	28,409	21.7	20.7	3,336	3,071	2.4	2.2
Michigan	71.8	70.6	26,554	21,377	22.4	18.1	4,001	3,302	3.4	2.8
Wisconsin	63.3	61.9	12,388	4,938	33.3	14.2	3,479	2,394	9.9	6.9
W. NO. CENTRAL (Total)	71.2	69.9	72,473	60,940	25.9	22.4	17,386	12,919	6.2	4.8
Minnesota, except Minne-										
apolis and St. Paul	80.4	76.6	1,360	529	16.2	6.9	1,088	813	12.9	10.6
Minneapolis and St. Paul	80.6	78.5	24,513	21,193	31.2	27.0	5,009	4,049	6.4	5.2
Iowa	63.4	62.1	10,563	8,430	29.5	26.2	2,987	2,687	8.3	8.4
Missouri, except St. Louis	69.0	67.3	11,252	10,414	23.0	23.2	2,460	1,469	5.0	3.0
St. Louis	68.6	67.8	7,312	5,042	15.8	10.9	1,043	927	2.3	2.0
North Dakota	83.1	85.6	8,840	4,030	71.9	33.2	361	158	2.9	1.3
South Dakota	68.4	70.4	1,254	534	17.9	8.2	486	260	6.9	4.0
Nebraska	61.3	59.3	4,949	5,644	16.6	18.9	2,701	1,577	9.1	5.3
Kansas	67.4	65.8	2,430	5,124	19.4	37.0	1,251	979	10.0	7.1
SOUTH ATLANTIC (Total)	65.4	64.1	29,000	25,257	16.3	14.2	12,402	11,030	7.0	6.2
Maryland and Delaware	54.9	55.3	13,030	11,938	13.5	12.2	1,892	1,578	2.0	1.6
District of Columbia	77.4	78.9	1,937	1,726	20.4	18.2	1,962	1,755	20.7	18.5
Virginia	63.4	60.3	2,129	1,737	15.7	12.7	692	735	5.1	5.4
West Virginia	83.2	80.2	1,070	1,117	13.0	13.6	927	804	11.3	9.8
North and South Carolina	84.0	77.9	2,973	1,368	12.0	5.5	572	307	2.3	1.2
Georgia and Florida	76.2	74.9	7,861	7,371	30.4	30.3	6,357	5,851	24.6	24.0
SOUTH CENTRAL (Total)	76.5	77.1	43,796	62,896	20.3	29.8	13,649	12,441	6.3	5.9
Kentucky and Tennessee	73.1	72.0	4,853	3,227	13.2	9.2	1,896	1,493	5.2	4.3
Alabama and Mississippi	64.1	70.3	1,485	1,340	14.1	16.4	912	813	8.6	9.9
Arkansas	83.1	75.5	3,693	1,796	28.1	13.7	1,031	888	7.8	6.8
Louisiana	79.6	82.9	20,291	46,902	22.7	52.9	733	574	0.8	0.6
Oklahoma	78.4	75.2	4,130	4,143	37.3	31.9	4,851	4,785	43.8	36.9
Texas	75.5	74.5	9,344	5,488	16.9	10.4	4,226	3,888	7.7	7.4
MOUN. and PAC. (Total)	66.7	67.6	50,649	42,888	17.6	14.9	23,998	21,346	8.3	7.4
Idaho and Wyoming	68.5	68.2	137	181	3.7	5.1	296	382	8.0	10.7
Montana	82.4	84.9	638	139	14.2	3.1	308	202	6.9	4.5
Arizona and New Mexico	44.0	73.4	656	501	7.5	5.7	539	501	6.1	5.7
Utah	58.6	59.7	1,964	2,396	26.5	32.3	217	81	2.9	1.1
Colorado	70.5	70.1	3,241	2,380	15.7	11.7	2,370	1,836	11.5	9.0
Washington	70.2	69.5	5,610	5,551	22.7	22.7	2,479	2,040	10.0	8.4
Oregon	61.9	61.1	15,287	10,008	60.9	39.9	11,149	9,615	44.4	38.3
California	67.8	67.7	23,116	21,732	12.0	11.3	6,640	6,689	3.4	3.5
TOTALS FOR UNITED STATES	66.6	66.5	423,684	443,695	18.8	19.7	102,145	87,266	4.5	3.9

(1) Because of the importance of this territory, figures are shown separate from the State total.

THE Government's public merchandise warehousing figures issued on Feb. 17 record provisionally for Dec. 31 an average occupancy percentage of 66.5 for the entire country, as compared with 66.6 per cent on the last day of November. Some time in March the Department of Commerce's revised and final figures for December will be made available, so that in the April *Distribution and Warehousing* it will be possible to compare the complete 1931 statistics, month by month, with the corresponding percentages recorded in 1930, 1929 and 1928. The compilation of these figures was inaugurated at Washington in January of 1928.

The 66.5 per cent, provisional, for Dec. 31 compares with the percentages on the previous years' corresponding date as follows:

	1928	1929	1930	1931
Dec. 31.....	68.1	75.9	70.4	66.5

The tonnage figures in the accompanying November-December table indicate that in December a larger percentage of goods entered storage (out of total volume received) than in November.

In December, 530,961 tons arrived at the reporting warehouses; of this volume, 443,695 tons, or 83.6 per cent, went into storage, the balance being delivered on arrival. In November the total arriving volume was 525,829 tons, of which 423,684 tons, or 80.5 per cent, entered storage, the balance being delivered on arrival.

The provisional 83.6 per cent for December compares as follows with the December of each of the three preceding years:

	1928	1929	1930	1931
December....	72.1	75.2	83.6	83.6

Occupancy

THE 3.9 per cent average decline in occupancy, for the entire country, this past Dec. 31, from the level recorded on the previous year's corresponding date, was not reflected in Vermont-New Hampshire, Connecticut, part of the New York metropolitan district, Illinois outside of Chicago, Michigan, Wisconsin, Minnesota outside the Twin Cities, South Dakota, Kansas, District of Columbia, West Virginia, the Carolinas, Georgia-Florida, Arkansas, Louisiana, and Arizona-New Mexico. No comparison is

available for Nevada. Elsewhere there were recessions.

The following comparisons are available across four years:

	Occupancy—Dec. 31			
	1928	1929	1930	1931
Mass.-Vt.	50.0	50.8	...	...
Vt.-N. H. ....	...	...	91.8	95.1
Massachusetts ..	...	...	54.7	54.0
Conn.-R. I.	61.6	50.9	...	...
Connecticut .....	...	...	59.4	71.4
Rhode Island .....	...	...	46.3	41.6
N. Y. Met. Dist.	58.6	83.5	64.7	64.0
Brooklyn	43.5	86.4	60.6	60.4
Manhattan	76.9	78.9	71.4	62.5
Nearby N. J. and others	74.4	81.9	...	...
Nearby N. J. ....	...	...	65.4	71.7
All other .....	...	...	43.6	77.9
N. Y. State	64.8	82.2	...	...
N. Y. State except Met. Dist. ....	...	...	74.3	58.0
N. J. State	76.4	81.2	...	...
N. J. State except Met. Dist. ....	...	...	57.8	57.4
Pennsylvania	71.2	71.7	65.6	58.7
Ohio	84.7	90.9	74.5	66.8
Indiana	75.2	79.4	73.9	72.6
Illinois	77.3	82.2	...	...
Ill. except Chicago ..	...	...	55.0	74.2
Chicago	77.7	84.0	77.4	71.1
Michigan	68.1	68.3	65.7	70.6
Wisconsin	77.3	86.4	57.2	61.9
Minnesota	77.8	85.3	...	...
Minn. except Mpls. & St. Paul .....	...	...	67.5	76.6
Mpls. & St. Paul	78.1	85.1	85.1	78.5
Iowa	70.1	78.5	72.8	62.1
Missouri	79.8	83.5	...	...
Mo. except St. Louis ..	...	...	81.3	67.3
St. Louis	75.9	78.3	76.5	67.8
No. & So. Dakota	94.9	92.9	...	...
North Dakota .....	...	...	90.0	85.6
South Dakota .....	...	...	70.3	70.4
Nebraska	82.6	89.2	83.5	69.3
Kansas	77.4	87.5	63.8	65.8
Del.-Md.-D. C.	61.8	59.7	...	...
Del.-Md. ....	...	...	64.1	55.3
D. C. ....	...	...	74.4	78.9
Va. & West Va.	68.8	70.7	...	...
Virginia .....	...	...	85.5	60.3
West Virginia .....	...	...	75.1	80.2
No. & So. Car.	73.4	70.1	71.0	77.9
Ga.-Fla.	81.3	75.0	70.4	74.9
Ky.-Tenn.	74.9	72.1	79.5	72.0
Ala.-Miss.	80.9	67.1	75.0	70.3
Ark.-La.-Okla.	67.3	...	...	58.3
Arkansas .....	...	...	70.1	75.5
Louisiana .....	...	...	80.4	82.9
Oklahoma .....	...	...	86.2	75.2
Texas	83.8	85.1	85.1	75.5
Idaho-Wyo.-Mont.	82.8	89.8	...	...
Idaho-Wyoming .....	...	...	69.5	68.2
Montana .....	...	...	86.1	84.9
Ariz.-Utah-Nev.-N. M.	78.5	85.4	...	...
Ariz.-N. M. ....	...	...	60.8	73.4
Utah .....	...	...	68.3	59.7
Colorado	71.5	74.4	76.7	70.1
Washington	69.4	82.2	92.3	69.5
Oregon	63.9	69.2	65.6	61.1
California	74.5	73.9	70.7	67.7
Average for U. S.	68.1	75.9	70.4	66.5
Warehouses reporting. 1227 1302 1361 1378				

Comparing the Dec. 30 occupancy percentages (provisional) in the table on the opposite page with those of Nov. 30, it is disclosed that the decline of one-tenth of 1 per cent as the average for the entire country was not reflected in Vermont - New Hampshire, Massachusetts, Connecticut, the New York metropolitan district as a whole, Chicago, the Dakotas, Maryland-Delaware, District of Columbia, Alabama-Mississippi, Louisiana, Texas, Montana, Arizona-New Mexico, and Utah. In all those, advances were recorded.

Tonnage

As already pointed out, the percentage of volume which entered storage in December, out of the total arriving ton-

nage, equalled that in December of 1930. By divisions the comparisons across four years follow:

	Percentage Entering Storage—December			
	1928	1929	1930	1931
New England.....	76.7	80.4	74.8	89.4
Middle Atlantic.....	82.4	92.6	93.0	94.7
East North Central..	77.5	88.7	83.0	81.5
West North Central..	81.8	78.0	82.7	82.5
South Atlantic.....	52.2	38.9	81.7	69.6
East South Central..	70.7	73.8	78.9	66.4
West South Central..	78.0	74.1	89.1	85.2
Mountain	62.6	68.8	62.6	65.1
Pacific	65.4	61.9	68.1	67.0
Entire country.....	72.1	75.2	83.6	83.6

Warehouses reporting. 1227 1302 1112 1200

Comparing this past December's (provisional) percentages with those record-

ed for November, it is found that an advance of 3.1 per cent was recorded for the entire country, there having been recessions in only three of the nine sections. The comparisons by divisions for the two months follow:

	Percentage Entering Storage—1931		
	Nov.	Dec.	Change
New England.....	88.3	89.4	+1.1
Middle Atlantic.....	91.4	91.7	+3.3
East North Central..	81.1	81.5	+0.4
West North Central..	80.7	82.5	+1.8
South Atlantic.....	70.0	69.6	-0.4
East South Central..	69.3	66.4	-2.9
West South Central..	77.5	85.2	+7.7
Mountain	64.0	65.1	+1.1
Pacific	68.5	67.0	-1.5
Entire country.....	80.5	83.6	+3.1
Warehouses reporting 1215 1200			

Philadelphia Warns Public: "Do Not Move in the Dark"

By K. H. LANSING

SINCE news of the issuance, by the Better Business Bureau of Philadelphia, Inc., of its eight-page booklet, "Do Not Move in the Dark," urging the public to deal with reputable moving and storage companies only and revealing some of the methods of "racketeers" in the business, was published by *Distribution and Warehousing*, a new angle has been exposed. This is the announcement in Philadelphia newspapers that the "racket" is now being applied with particularly distressful results to the families of numerous jobless men in the Quaker City. The papers quote the warning of the Better Business Bureau in its booklet with reference to advertisements inserted in certain local papers, announcing, for purposes of "bait," offers of "one month's free storage," and "hauling to storage free."

"Once the goods are in storage," the Better Business Bureau warns, "an unscrupulous firm can exact almost any payment because, in a sense, it has the householder at its mercy."

Concealed "extra charges" is the weapon of the "racket." Among these may be high labor charges of handling goods in the warehouse; charge for warehouse receipt; charge for use of the elevator; charge for stowing goods away in the warehouse; a minimum storage period for a longer time than the householder wants to keep them in storage; and exorbitant charges for delivery when the goods are removed. Not only that, but, acting within the law, though unfairly, as soon as the goods have been removed to the warehouse, the warehouseman can demand immediate payment, although he may have previously assured the householder that he will be given plenty of time in which to pay.

The unemployed man who has had his goods removed from his home by one of these "racketeers" is thus completely at

his mercy, as he usually spends his last dollar before deciding to store his belongings—on the "one month free" or "hauling to storage free" plan. It is reported that numerous cases of this kind have recently come to light.

Milton C. Harrison, of the J. H. Walker Storage Warehousing Co., as chairman of the Better Business Bureau investigation committee, made an interesting report, at the recent annual meeting of the Philadelphia Chapter of the Pennsylvania Furniture Warehousemen's Association, covering the activities of the Bureau in the moving and storage field, as well as of his committee, includes Walter E. Sweeting, president of the Atlas Storage Warehouse Co., and Charles Fitzpatrick of the Federal Storage Warehouses.

Mr. Harrison explained how the Chapter had contacted the Better Business Bureau, requesting its cooperation in handling the problems presented, and how the Bureau had agreed to give it. A prohibitory amount of space would be required to catalog the various methods adopted by the committee and the Better Business Bureau to thwart misrepresentation, trickery and unfairness, but a few of the things done follow:

Letters were sent to fifty-three Better Business Bureaus throughout the country, to obtain a summary of information on experiences in dealing with moving and storage problems. Contacts by letter and interview were made with the classified advertising managers of local newspapers, and with the Bell Telephone Co. officers, telling of the start of the campaign and asking cooperation in eliminating misleading advertising by storage and moving concerns. A set of recommendations was drawn up to that end and submitted to classified advertising managers. About 300 pieces of ad-

(Concluded on page 56)

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Cannot Void Lien by Technicalities

IT is well established law that a warehouseman has a legal lien on stored goods for storage charges. Moreover the owner of stored goods who fails to pay the warehouse charges cannot avoid a warehouseman's lien on mere technicalities. This statement is verified by the recent higher Court case of *Fischer Bros. Milling Co. v. Lawrence Warehouse Co.*, 4 P. (2d) 1117.

The facts of this case are that a milling company was indebted to a warehouseman for certain expenses and charges incurred in storing a quantity of flour in the warehouse. Without tendering or offering to pay the charges the milling company brought an action of "claim and delivery" to recover possession of the flour. In other words, the milling company sought by a replevin suit to gain possession of the flour without paying the storage charges.

The warehouseman defended the suit on the grounds that he had a lien on the flour and that, irrespective of the fact that the milling company filed a replevin suit, such suit could not be terminated until the lien was satisfied. In upholding this contention, the higher Court said:

"By setting up its equitable defense and securing a foreclosure of its lien in one proceeding, defendant [warehouseman] obtained an adequate and complete remedy, and thereby avoided a multiplicity of suits."

A Tax Lien Superior to Chattel Mortgage

GENERALLY speaking, a tax lien is superior to all other liens, irrespective of priority. So held a higher Court in the recent case of *Pasquariello v. Arena Co.*, 155 Atl. 608.

The facts of this case are that a chattel mortgage had been given on certain personal property to secure payment of a debt. After the chattel mortgage was recorded certain taxes payable on the merchandise remained unpaid, and controversy arose over the question whether the holder of the chattel mortgage was entitled to a prior lien.

It is interesting to observe that the higher Court held the tax lien superior to the chattel mortgage, and said:

"A tax on personal property is superior to the lien of a prior chattel mortgage by virtue of section 513 of the tax Act . . . which provides that no

assessment of tax shall be set aside for irregularity and the same shall be and remains a first lien or charge upon the property and persons."

Liability for Payment of Freight Charges

VARIOUS Courts have held that a warehouseman may be liable for payment of freight and other charges of common carriers unless it is clearly understood, when the goods were accepted

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by the carrier, that the warehouseman was acting as agent for the actual owner or consignor.

For instance, in the late case of *Southern Pac. Co. v. Grangers' Business Ass'n*, 1 P. (2d) 477, it was shown that a warehouseman and a common carrier entered into a contract as follows:

"Being fully acquainted with the terms . . . of the average basis for settling for detention to cars as set forth in . . . the car demurrage rules . . . and being desirous of availing ourselves of this alternate method of settlement . . . I [warehouseman] . . . agree . . . (1) that with respect to all cars . . . handled for . . . my account . . . I will fully observe and comply with . . . said rules and (2) will make prompt payment for all demurrage charges accruing thereunder . . ."

Litigation developed and the common carrier endeavored to hold the warehouseman liable for the demurrage charges which the customer of the warehouseman had refused to pay.

To escape liability under the agreement the warehouseman argued that the agreement was entered into solely for the benefit of, and as agent for, all consignees and consignors who should use

its warehouse or ship their cars in its care, and that this fact was known to the carrier.

However, as the contract was signed by the warehouseman and not as agent of his customer, the higher Court held the warehouseman liable for all charges accruing under the aforementioned contract, and stated the following important law:

"The separate and distinct obligations to be performed by appellant, as promisor, definitely and unambiguously expressed, were twofold: (1) the compliance with the rules as to cars handled for its account, and (2) the prompt payment of all charges accruing, irrespective of whom they were to accrue against. In the absence of any ambiguity, the language of the contract is to govern its interpretation . . . To exclude the personal liability of an agent, who signs his own name, an intention to bind the principal must appear upon the face of the instrument for although parol evidence is admissible to show that the parties also intended the principal to be bound, it is not admissible to show that they intended the agent not to be bound. To exclude the personal liability of an agent who signs a contract in his own name, the capacity in which he signs must appear upon the face of the instrument."

Legal Meaning of "an Act of God"

IT is well established law that neither a warehouseman nor a common carrier is liable for damage to goods resulting from an act of God. Therefore it is important to know the legal meaning of this term.

Generally speaking, the term "an act of God" means some inevitable accident which cannot be prevented by human care, skill or foresight, but results from natural causes, as lightning, tempests, floods, inundations.

In the recent case of *Duble v. Canadian Co.*, 49 F. (2d) 291, it was shown that a huge wave flooded a baggage room and the carrier contended it was not liable because damage to the merchandise resulted from an act of God. In upholding this contention the Court said:

"This huge and entirely unexpected wave had thus torn off the exit coverings to the hatch, flooded the baggage room, and sufficiently and directly accounts for the presence in that room of the enormous amount of water and the

damage found there. . . . There is no proof here that those in charge were negligent, or that the place where the merchandise was stored was unsafe or liable to become unsafe."

Mortgage and Bill of Sale

THE law is well settled that the Courts are privileged to determine by inspection and examination of an instrument whether it is a mortgage or merely a bill of sale. If a bill of sale contains a clause which indicates that the seller retains any control over the subject of the sale the Court will hold that the bill of sale actually is a legal mortgage.

For example, in the recent case of *Daniels v. State*, 159 S. E. 903, controversy arose over whether an instrument was a mortgage or legally a bill of sale. It is interesting to observe that the higher Court stated the law, as follows:

"It is well settled that no particular form is necessary to constitute a mortgage and that an instrument denominated a bill of sale may really be a mortgage, if it contains a defeasance clause."

I. C. C. Rules and the Bill of Lading

GENERALLY speaking, the various higher Courts have consistently held that if a discrepancy exists between a bill of lading and rules adopted by the Interstate Commerce Commission, the latter prevail over the provisions of the bill of lading.

For illustration, in *Breazeale v. American Railway Express Co.*, 137 So. 585, it was disclosed that Rule 18 of the freight transportation rules adopted by the Commission provides:

"Glassware, other fragile articles, or articles in glass or earthenware must be boxed, barreled, or crated and so packed as to insure safe transportation with ordinary care; if not so packed and plainly marked to indicate the nature of the contents, the company shall not be liable for damage to shipments, except when proved to be negligent."

A shipper of glass received a bill of lading which indicated liability of the carrier in the event the goods were damaged. When the shipment arrived the consignee discovered that a considerable portion of the glass was broken. The consignor filed suit against the carrier to recover the value of the broken glass, on the ground that the carrier was liable in view of the provisions in the bill of lading. However, the Court refused to hold the carrier liable, and said:

"This was an interstate shipment, and the provisions of the tariffs and classifications on file with and approved by the Interstate Commerce Commission have the force of statutes. And while the bill of lading should conform to the tariffs, rules and regulations approved by the Interstate Commerce Commission, nevertheless, if there should be found any discrepancy, the published approved

rules would govern. . . . The only testimony as to how this glass was packed was by Breazeale, who testified that, when the packages were opened, 'they were packed in excelsior, and newspapers on the bottom and top'. . . . It was not shown that the boxes were marked to indicate that the contents were glass, earthenware, or fragile articles. . . . The burden of proof was upon the plaintiff [shipper] to show that these articles were, in fact, properly packed, and marked to indicate their contents."

Common Carrier and Road Taxes

IT is well known that a common carrier is one that undertakes to carry goods for payment and for all people indifferently so long as he has facilities for handling the business offered to him.

Whether a person is a common carrier or a private carrier depends on the facts. In deciding the question whether a carrier is a private or a common carrier, the Court determines first whether it is public business or employment, and whether the service is to be rendered to all indifferently; and, second, whether the carrier may be legally liable for a refusal to accept the employment offered.

However, the mere fact that a carrier invites all and sundry persons to employ him does not render him a common carrier, provided he reserves the right of accepting or rejecting their offers of goods for carriage, whether his vehicles are full or empty, being guided in his decision by the attractiveness of the particular offer, and not by his ability or inability to carry.

Another important point of the law is that if a carrier has been refused a certificate to operate motor trucks as a common carrier he may be relieved from payment of tax, if the taxation law can be construed to be applicable only to carriers having certificates.

For instance, in *McIntyre v. Harrison*, 157 S. E. 499, it was shown that certain motor truck operators filed suit to prevent collection of a tax imposed by a law which reads, as follows:

"There shall be collected by the comptroller-general from every auto transportation company, association, or individual, as defined hereinafter, to which has been granted a certificate of public convenience and necessity, which it or they are hereby required to obtain from the Public Service Commission of this State, permitting him, it or them to engage in the transportation of passengers or freight, or both, between fixed termini, an occupation tax on a mileage basis of one quarter ($\frac{1}{4}$) cent per mile . . ."

It was argued that although a truck operator has no certificate, yet if he is a common carrier he is liable for payment of the tax under the foregoing law. However, it is important to know that the Court held that operators not having certificates should not be required to pay the tax, and said:

"None of these plaintiffs have been

granted certificates of public convenience and necessity. Under the express terms of this statute this tax can only be collected from those to whom such certificate has been granted. In the second place, this tax can be collected only from auto transportation companies, associations, or individuals engaged in the transportation of passengers or freight, or both, between fixed termini. Statutes levying taxes on the inhabitants of this State will not be extended by implication. The plaintiffs were not engaged in transporting passengers or freight between fixed termini. These things being so, the plaintiffs are not liable to this tax."

Material Alteration of an Instrument

NUMEROUS Courts have held that any material alteration of a negotiable instrument renders the document void if such alteration is made without consent of the maker. An example of this phase of the law is found in the case of *Cottle v. Sanders*, 40 S. W. (2d) 979.

In this instance it was shown that a note was given and properly signed in the following form:

"\$400.00 Carthage, Texas.
"Without grace, after date, for value received, I, we, or either of us promise to pay to the order of J. D. Cottle," (etc.)

After it was executed the note was changed to read as follows:

"\$400.00 Carthage, Texas.
"On or before October 1st, without grace, after date, for value received, I, we, or either of us promise to pay to the order of J. D. Cottle," (etc.)

Afterward the maker refused to pay the note on the ground that the holder had without his consent materially altered it by inserting therein the words "on or before Oct. 1." The holder contended that this alteration was justifiable in view of the following law:

"Where the (negotiable) instrument is wanting in any material particular, the person in possession thereof has a prima facie authority to complete it by filling up the blanks therein."

However, the higher Court held the maker relieved from obligation to pay the note, and said:

"The note in question here having been altered in a material way after it was executed and delivered by appellee to appellant, it follows appellant was not entitled to recover thereon against the maker thereof, if any, who did not consent to the alteration made."

Interstate Taxation

DIRECT regulation of interstate transportation businesses is vested exclusively in the Federal Government. However, a general police power and a general taxing power are given to the State government which may usually be

exercised without excepting persons and instrumentalities engaged in interstate commerce, provided there is no discrimination against interstate commerce, and provided no direct and unreasonable burden is put upon it.

The right of a State to select the traffic to pass over its highways, and to obtain compensation for this use, is valid.

For example, in the recent case of *Johnson Transfer Lines v. Perry*, 47 F. (2d) 900, it was disclosed that the State of Georgia enacted a law which required interstate motor truck operators to deposit \$75 to guarantee payment of a State tax of $\frac{1}{4}$ cent a mile for use of its highways. Certain truck owners, who operated interstate, filed suit to prevent collection of the \$75 bond and, also, endeavored to invalidate the $\frac{1}{4}$ cent per mile taxation, on the ground that both were void.

The United States Court held the bond requirement void, but rendered a decision upholding the validity of the $\frac{1}{4}$ cent per mile taxation, and said:

"The tax is not a flat rate on all users of the road . . . but is scaled according to the size of vehicles and actual use of the road. Despite this being called an occupation tax, it is in substance a tax to compensate for the use of the road. It is in addition to the truck license charge. . . . Considering the great damage done by freight trucks continually using the same road, and the great benefit to the carrier thus provided with a track which he does not have to maintain, or pay property taxes on, it is just that such carrier should in proportion to his use of the road, contribute to the public treasury which maintains it. If carriers, both interstate and intrastate, cannot be made so to contribute, the Federal-aid roads will soon be appropriated by them."

Drayage Business Is Held Hazardous

VARIOUS Courts have held that performing work in and around a motor truck is hazardous occupation within the meaning of laws authorizing payment of compensation to injured employees. A recent higher Court case involving this point of the law is 135 So. 688.

The legal question presented the Court was whether an employee on a motor truck actually is engaged in a hazardous occupation within the meaning of the State statute which allows compensation to employees injured while performing dangerous work. This Court held the employee entitled to recover compensation.

Conditional Sales Contract Problem

LEGAL EDITOR, *Distribution and Warehousing*: We desire additional information regarding a case. We checked the records at the county clerk's office and found that the first conditional

sales contract was recorded in January, 1926. These contracts have to be renewed within three years, so evidently it terminated in January, 1929. The goods were stored in our warehouse May 7, 1929. The filing of the renewal contract was recorded July 7, 1929, six months having elapsed from the expiration. The seller now offers to pay our charges.

Is our lien superior? What portion of our account is collectable? Should we accept the seller's offer to settle?—*B. G. Costich & Sons, Inc.*

Answer: It is my opinion that your lien is superior, as the conditional sales contract was not renewed within three years. I have arrived at this opinion because the goods were stored in your warehouse May 7, 1929, and the conditional contract recorded July 7, 1929, after you had accepted the goods for storage.

With regard to the portion of your account collectable, the Courts have held that a warehouseman is entitled to a lien to secure payment for advances, transportation charges and storage charges.

It seems that it would be advisable for you to accept payment of your charges and eliminate expense of controversy and litigation.

Get Written Consent to Transfer Goods

LEGAL EDITOR, *Distribution and Warehousing*: Occasionally we find it advantageous to move goods belonging to our customers from one of our warehouses to another. Both warehouses are of the same type of construction, are located in the same part of town, and service is just as good in one as in the other. The insurance rates are practically the same and our storage fees are exactly the same.

Ordinarily, no agreement is entered into with the customer as to where the goods are to be stored, outside of the statement on our warehouse receipt that the goods are being stored at a certain place.

We would like to know if it is sufficient for us merely to notify the customer of the change, or must we secure his consent? In other words, is the statement on our warehouse receipt, agreeing to store the goods at a stipulated place, a valid contract?—*Central Van & Storage Co.*

Answer: In the leading case on this subject, *McCurdy v. Wallblom Co.*, 102 N. W. 873, a warehouseman agreed to store goods in a specified warehouse building. Later he removed the goods to another building without notifying the owner or obtaining the latter's consent. The goods were destroyed by fire without negligence on the part of the warehouseman or his employees.

Notwithstanding the settled law that a warehouseman who fulfills a storage contract, and exercises ordinary care to safeguard the stored goods, is not liable for loss or damage to the merchandise,

the Court promptly held the warehouseman liable.

Also, in another case, *Mortimer v. Otte*, 99 N. E. 189, a higher Court held a warehouseman liable for damage to goods changed from one room to another where it was agreed that the warehouseman would store the goods in the room from which they were removed.

In *Weigel*, 192 Ill. App. 283, a higher Court held that where a warehouseman contracts with an owner of goods to store them in a particular location, knowledge upon the part of the owner that the warehouseman has stored the goods elsewhere does not relieve the warehouseman from liability if the goods are destroyed.

In other words, where the warehouseman makes an absolute contract to store goods in a particular location he should obtain the written consent of the owner to transfer them. Otherwise he may be liable for any loss or damage to the merchandise resulting from any source or cause.

Also see *Mandl v. McKegney*, 162 N. Y. S. 900, in which the warehouseman sent notification to his customers that stored goods would be removed to another warehouse. The Court held this notification not sufficient to relieve the warehouseman from liability.

Therefore, in order to relieve yourself from liability, you should obtain written consent from the owner of the goods to remove them to another location.

Mayonnaise Containers Have Been Simplified

SIMPLIFIED practice recommendation No. R131-32, covering glass containers for mayonnaise and kindred products, which was approved at a general conference of representatives of the industry on June 30, 1931, may now be considered as in effect, according to an announcement by the Division of Simplified Practice of the Bureau of Standards.

This announcement is prompted by the division's receipt of sufficient acceptances to insure the general adoption of the program by the industry.

Formerly 25 varieties of glass containers were used for packing mayonnaise and kindred products. This recommendation provides for 5 stock sizes of glass containers which are based on liquid capacity. They are the 3-fluid ounce, the one-half pint or 8-fluid ounce, the pint, the quart, and the gallon.

The recommendation is concerned only with capacities and does not affect distinctive shapes of containers in use by the various manufacturers.

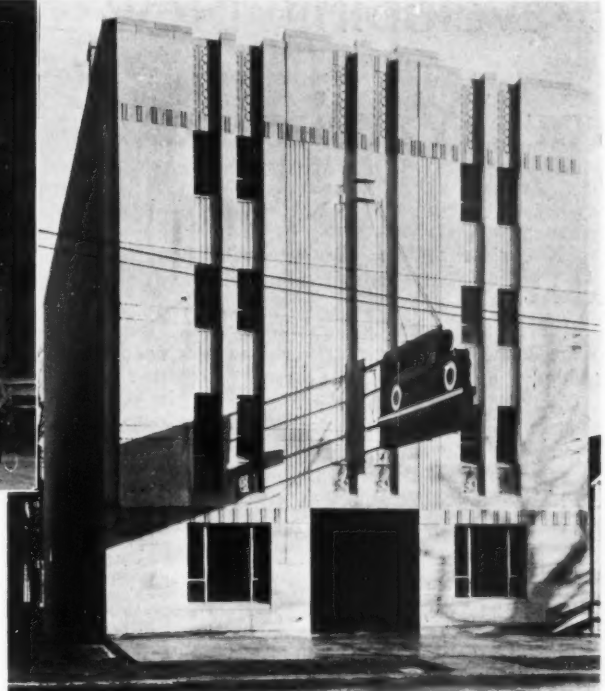
Leicht Bonds Space

Establishment of a United States bonded warehouse in one of the plants of the Leicht Transfer & Storage Co., Green Bay, Wis., has become effective with the receipt of word from Washington that the firm's bond had been approved.

Pictorial Review of the New and Interesting



Above: Assembled employees of the Johnson Warehouse Co., Fort Worth, Tex., and its subsidiary the Johnson Motor Lines operating sixty trucks serving principal cities in Texas and Oklahoma. Branch offices are maintained in Brownwood and Coleman, Tex.



Above: The completed Bekins plant in Tacoma. Two stories were added to earlier structure (at left); a basement was installed; a new front was built, in white stucco trimmed in pattern stone, and other improvements were made. (Story on page 55.)

Right: The original warehouse of the Bekins Moving & Storage Co., Tacoma, Wash., prior to the transformation illustrated in upper right-hand corner of page.



Above: New type of twin axle perfected by the Fuhrman Trailer Co., Canton, Ohio. Free running wheels. Four 5 x 17/4-inch brakes, B-K or Westinghouse operated. (Story on page 46.)



Left: Installed as a monument to the memory of Samuel Lewis Shank, once mayor of Indianapolis and who founded the Shank Fireproof Warehouse Co., this three-sided Neon side tower has been erected on the roof of the Shank warehouse. The sign rises 70 feet and each letter is 4 by 6 feet high. This is striking night time advertising.

H. A. HARING'S

Developing New Business for Warehouses

No. 76

Guarding Business
Records

AN earlier article, "Storage of Office Records*," in this series outlined many of the laws which require corporations, and individuals as well, to preserve office records for many years. Long after the records themselves are thought of as "dead" they may suddenly burst forth as most necessary.

If for no other purpose, office records of this sort have assumed a new value because of the Federal income tax laws. For one thing, the Government is allowed seven years, after the filing of anyone's income tax report, to challenge anything stated in the report. The challenge needs only to be filed within the seven years to accom-

plish its purpose. Following that day the investigations and proceedings may drag on for years.

During 1931 the United States Treasury made refunds of more than \$80,000,000 to income tax payers, representing over-payments made prior to 1920; that is to say, more than twelve years old. During that same year the Treasury made collections of \$50,000,000 for under-payments dating earlier than 1920. No corporation and no individual is safe, so far as his income tax returns are concerned, unless he preserves all essential records for many years—more years than ever were thought necessary.

ASINGLE illustration, out of a dozen known to me, may bring home the need.

A corporation, sixty years old or more, had its factory downtown in Detroit. Two acres of ground were covered with buildings. The property was sold—for a handsome price of course, because what had sixty years ago been the edge of Detroit is today a highly valuable business site. Under the income tax laws the profit above cost of the land and buildings had to be reported as "profit" subject to normal tax and surtax for the year in which the sale was made.

But, in this instance, the property was acquired prior to 1913, the year in which our first income tax was enacted. For such a case the law provides that the "cost" (for purposes of calculating the profit on a sale) is either (1) the fair appraisal of value in 1913 or (2) actual cost at some earlier date, plus fair interest on the investment since made and minus fair depreciation during the same period of years. In this particular case the corporation returned its own estimate of "cost," making it as high as they dared for the reason that the higher the cost, the less the apparent profit and, of course, the smaller the tax to be paid.

The corporation, upon selling the property, moved away. Within the old buildings were tons and tons of old papers—dusty and grimy, much of them stuck together with moisture, discolored with time, and riddled by vermin. With hard-

ly a thought on the part of the owners all this stuff was sold for waste paper.

At the end of the year, more exactly in March of the following year, the corporation's income tax return was filed. More than two years afterward, there appeared at the company's office one morning, without notice or warning, two inspectors from Washington. They announced it as their purpose to verify the return covering the year in question. For two weeks they queried and delved. At the end of that time they presented for acceptance a "revised" return, asking the company to sign it and to sign, at the same time, a check for \$81,000 more tax. The inspectors' calculations made the "cost" of the property sold so much lower than the company had calculated that the tax was \$81,000 greater.

Then began a mad search for all those old records.

They had been sold for thirty cents a hundredweight. No one could remember the name of the buyer. He had paid in "cash money" nearly three years earlier and had carted the stuff away within two or three days. But so much was at stake that the company felt it just must find him. Every junk yard was visited. Local paper mills and carton mills were interviewed. Numberless calls were made on men, in all sorts of back alleys and side streets, who might have bought the waste paper or might have helped remove it.

Extreme difficulty was encountered in this search. For, as this manufacturer came to learn, dealers in second-hand goods are suspicious of everyone and every inquiry. When the police are following up thefts, they make it a practice to grill these men, always treating them as though they were "fences," as of

course many of them are. Therefore, out of many painful experiences, they shield themselves under an easy alibi of "Don't know."

After months of unsuccessful scouring the city, a new tack was tried. All these men were re-interviewed, with a careful explanation that the waste paper in question was valuable as a record but that there was no criminal act involved. Pay was freely offered for information. Finally one fellow was found who "remembered" that he "drove one of the trucks" which hauled away the paper, and, led onward by a promise of liberal reward, he then "remembered" more. He proved to be, in the fact, the purchaser, but this admission came only after endless fencing on his part to make certain he was not walking into a trap.

He then told where he had disposed of the paper, after baling it. It had been shipped to a corrugating mill in northeastern Ohio. The mill was visited. Examination of the yard records indicated that the mill had on hand some 4000 bales of paper acquired at approximately the time of this shipment and not yet manufactured into board. At the expense of the Detroit concern, 4254 bales of waste paper were opened, the contents broken apart sufficiently to permit examination, and then re-baled. Three lots of paper were found which had certainly come from the Detroit factory but not one of them revealed anything of value for the quest in hand.

At the time when this tale was given me the concern had expended more than \$6,000 trying to lay hand on records it had sold for \$171 and which could have been stored for a few dollars a year against the hour of possible need.

The essential records in this mass

*In October, 1927, issue of "Distribution and Warehousing" and republished as Chapter XXIII of Mr. Haring's book "New Business for Warehouses."

could have been picked out and stored for \$4 or \$5 a month, accessible any business hour of the year. Business prudence, in view of income taxes and the ordinary statutes of limitation, would dictate that for seven years as a minimum the essential records should have been thus preserved. Then, if no need had developed, they could be disposed of with a clear conscience.

Bankruptcies, Etc.

THE Federal referee in bankruptcy for one of the busiest Federal Districts informs me that he makes it a rule that all records, including carbon copies of inter-company communications, and especially including invoices paid and copies of out-going billings, shall be carefully sorted from the bankrupt's less essential papers. As soon as the case in bankruptcy is closed—that is, the case disposed of so far as the bankruptcy Court is concerned—this referee then puts all these papers into storage. The books of account go to the same place, as a matter of course, but the referee's particular attention is given to a mass of records, such as those just named, which ordinarily would be valueless.

He has come to this rule for the reason that repeatedly his Court or some other Court, or an outsider who has a lawful interest, feels the need of such records.

"It is just as important to preserve such papers," declares he, "as it is to get everything out of the hand of the bankrupt as quickly as possible. Bankruptcy involves a moral hazard. Too many of them have mighty good reasons for wanting their records destroyed. Their eagerness to know what happens to their books and such records is itself a red flag of danger."

At one time this referee kept these records in his own quarters. Soon the Federal Building would have become too small, and, then, to house them at that place was compelling Uncle Sam to furnish the storage and custodianship. Instead, under his present practice, this referee arranges for storage with public warehousemen. Out of the assets of the bankrupt, before final distribution of the money, the referee pays the warehouse for seven years' storing. Lots of several bankrupts are often lumped together in a single room in the warehouse, properly boxed and bundled for identification.

Akin to the bankruptcy Court is the receiver, whether trust company or attorney or business man. Inquiry of half a dozen trust companies which specialize in receiverships has failed to discover a single one that has learned to use warehouses, but one of them showed keen interest in the possibility.

It would appear to me that here lies a fertile field for warehouse solicitation, in order to educate receivers to the opportunity to discharge themselves of responsibility for preserving voluminous records.

One trust company, in New York City, showed me two-thirds of a floor in a skyscraper downtown "filled with nothing in the world but old stuff belonging to

bankrupt and reorganized concerns, everyone of them a closed incident as far as this bank can see." Yet the bank dared not destroy all the papers, on the familiar rule that a bank must keep essential records forever—seven years does not suffice for them: they must be prepared to show up complete records for three times seven years.

It would be perfectly right, as indeed it would be the only fair method, to lay upon the reorganized concern the burden of paying for storage of its papers. The warehouses have a chance to build up new business by persuading the trust companies to hand over "dead" records of this sort to the professional storer of goods.

Soliciting the Business

DURING the past five years warehouseman after warehouseman has told me—and some have written—about their success in obtaining storage accounts for office records. With the exception of only one of those who have discussed the question with me, all of them have found this a profitable source of business.

"It's the full twelve months," remarked one of them during January of the present winter, "and the pay's good. Delinquencies are nothing when compared with household goods."

Reports another:

"This office record storage is good advertising. Not for printed ads, for we haven't use it that way. But when we go around soliciting accounts there's nothing so convincing with Mrs. Housewife as to be able to show her a long list of important business houses in the city and give her the name of someone there she can telephone to if she isn't satisfied about our reliability."

Several of these warehousemen tell me how they go about the solicitation of this business.

A favorite method is to keep track of office removals in the downtown district. Usually the furniture warehouseman will know of these in his capacity as a mover.

"The time they'll think of storing their records," in the words of not one but six warehousemen who have talked with me, "is when they're moving. Everything is torn up and they are in the right mood. But that's not all. When they move into new quarters and are blue-printing the new lay-out, they learn, for the first time, how much rent they're paying to store dead stuff."

"That makes it simple to get our story across. Any large office in the downtown section can save itself the rent for 400 square feet, 20 by 20, by getting rid of their old records. I make that size the basis of my figuring with them. Often it gets to be two or three times that much. Even in times like this, when all rents are soft, 400 square feet means \$600 as a minimum, with twice that as a maximum. I usually use their own rental basis, at the new location, when they'll give it to me. If they hold out on me, I use \$800 for a beginning."

"By carting the records to the warehouse they cut down the space needed.

As long as they have it at the office, they feel it must be on open shelves or in open cabinets—as ready for quick reference as their current files. But when they send it to us, they're thinking about it takes another form. Then they're willing to compress the bulk by stacking it solid.

"They can come to the warehouse for \$15 or \$25 a month, and still get any record they want in ten minutes' work."

The office moving day is one time to solicit the storing account.

Other warehousemen work hand-in-hand with salesmen for office supply concerns. The men who are selling filing cabinets, metal shelving, simplification methods for office routine, equipment and machinery for office use, office partitions, violet-ray glass for office windows, indirect lighting installations, office desks, and the like, see a side of office management not easy to approach. These salesmen see the opportunity to clear an office of needless truck, in order to make way for new equipment.

One warehouseman pays \$2 to such salesmen for every "hint" or "lead" that results in anything for the warehouse within one year. Another reports that he pays \$5. Several get the same help without paying anything, especially where these salesmen have office space in the warehouse, or other close connections.

One warehouseman amused me, more than a year ago, by something of this sort:

"A salesman put his goods with us. In a month or two he slipped in paying the storage. Then he told me his wife had left him and had won alimony that kept him poor, because his earnings had gone down. His storage with us was about \$8."

"I helped him get rid of their piano. That helped him out each month. Then I proposed that he might pay his storage by digging up leads for our house, my thought being that he could develop this office record storing because he sells insulating board and specializes in remodeling jobs downtown."

"I never struck such a gold mine. He's like a hound after a faint trail. Every week there's something for us to go after. Of course a lot of them don't work out, right away at least, but he's given us a long list of prospects and he's brought up the earnings of the house."

Some Cautions

FROM those warehousemen who have tried this type of storing one can learn, too, a few cautions:

1. Watch out for vermin as the records come into the house. A business concern is rather easily sold a fumigation job.

2. With records of bankrupts, concerns going out of business, Federal prohibition officers (for records of offenders and their papers), and for business houses of questionable credit, be on the lookout for lapse in the payments. If at all possible, get someone's personal guarantee of the rent. Remember, too, that after seven years or so the "dead" rec-

ords may have no value even to the storer and may become a problem on your hands. Several warehouses report that they modify the printed contract as used for household goods. I have never copied the altered wording but it makes provision for immediate disposition of the records in case of non-payment of the rent.

3. The warehouse's only earnings are from the rent. There is no handling except as each lot comes into the house. The rent should therefore not be "shaded" below a rate that means profitable storing.

4. Ordinary prudence should be observed as to access to the locked room. The authorization card should specifically permit removal of records by employees without inspection or checking by the warehouseman. All access, in other words, should be wholly at the responsibility of the patron. Records are too easily concealed, altered, or tampered with, for the warehouseman to undertake surveillance of employees on the premises.

5. A business concern in the outlying part of the city is hardly a prospect for storing of records. Space is available and cheap on its own property. The

best prospects are concerns with offices in the congested downtown section, where rents are high and where every square foot is a factor in the firm's overhead.

6. No warehouse, on the other hand, can do much of this storing unless it is reasonably accessible to the downtown area. In a number of our largest cities warehouses have been constructed in the financial district, on some side street, to specialize in this business. But there is no reason why any furniture warehouse, or a merchandise house with proper facilities, reasonably near the right part of the city, should not develop this business.

Several warehousemen have told me that they are considering construction of branch houses, in the downtown section, which shall specialize in this business and do little other storing. I do not, however, know any such that has actually been erected. If so, it has escaped my notice.

7. Solicitation of this business dovetails rather nicely with the other solicitation done by a furniture warehouse. It is not particularly seasonal. During those few weeks, therefore, when household goods are active, the men can easily

go light on office records, taking up this work when household goods get slack. One warehouseman has told me that the men like the novelty of "going downtown" for a week now and then. It brings them into new contacts, with variety for their work, "and most of them spruce up their brains when they have to talk to a business man about business."

Storing of office records, as a final consideration, seems to be as profitable in depression as when business is throbbing.

When times are slow, firms look about to find how to reduce their overhead. To be able to shift office records from high-rent buildings to low-cost warehouses has then a special appeal. On the other hand, when firms are expanding and desiring more floor space for desks, they find office landlords edging up on the rent, especially if an additional room or two is wanted. At such a time, some device for creating room for more desks and more clerks within the old office space wins attention right up the ranks from office manager to president.

The warehouse fits into the picture for depression and for prosperity alike.

Indiana Public Service Commission Acts Against Uncertified Motor Haulers

THE Indiana Public Service Commission issued an order at Indianapolis on Feb. 6 prohibiting the Warehouse Distributing Corporation and the Central Union Truck Terminal, Inc., both in Indianapolis, and forty-seven motor truck lines from continuing operations on the State highways for alleged failure to comply with the Commission's requirements.

The Commission held at the organization operated as common carriers without legal authority. The order was the result of an investigation of operations of the Central Union Truck Terminal, which, with the Warehouse Distributing Corporation is operated by Tom Snyder, Indianapolis, nationally known in motor freighting activities. Mr. Snyder is secretary of the Truck Association Executives of America and is a past secretary of the Motor Truck Association of Indiana.

The Central Union Truck Terminal, Inc., operates branches in Fort Wayne, Evansville, Vincennes, Kokomo, Lafayette, Marion, Muncie, Newcastle, Crawfordsville, Peru, Terre Haute and Richmond.

Following the issuing of the Commission's order the Warehouse Distributing Corporation and the Central Union Truck Terminal brought suit to have the Commission's order set aside. With the approval of Judge John W. Kern the following stipulation was entered of record in open Court:

"It is stipulated and agreed by and between the parties hereto that pending hearing and disposition of this case in this Court on the application of the plaintiffs herein for a temporary injunction the defendant Commission will take no steps, directly or indirectly to enforce the provisions of said order attacked in this case, and that the Commission will institute no proceedings of any kind against the parties named in said order, seeking to prevent said parties from doing business with the plaintiffs in this proceeding, but that the Commission is free to direct the attorney general of Indiana to take any and all legal steps which, in the judgment of the attorney general, are proper to enforce the provisions of the Shively-Spencer utility commission Act and amendatory legislation thereto."

"This means," according to Mr. Snyder, "that the Commission will take no steps to enforce the provisions of its order pending a determination of the legality of the order by the Court."

The truck terminals, truck line operators and individuals subject to the order of the Commission, and now protected under the stipulation, include the following:

Warehouse Distribution Corporation; Central Union Truck Terminal; the branch terminals in the cities mentioned; Denny Motor Transfer Co., New Albany; Bartlett Motor Express, Huntington; and Becraft Motor Express,

Kokomo. The Bartlett and Becraft lines are identified with warehouse companies.

Mr. Snyder's suit seeking an injunction against enforcement of the Commission's order alleges that the Commission gave no proper notice of its investigation; that no complaint had been filed with the Commission against the operations of the companies; and that the warehouse firms are not public utilities and therefore are not subject to the jurisdiction of the Commission, and further that the Commission's order would operate to obstruct interstate commerce.

Commissioner Culbertson, demanding that certified haulers have no dealings with uncertified warehouses and operators, was quoted in the Indianapolis News as saying:

"It is time for the people of Indiana to learn whether or not, as owners of the public highways, they have any police power left to control the operation of private businesses and transportation systems carried on at their expense and at increasing traffic hazards."

Tomato Storage

"Effect of Various Temperatures on the Storage and Ripening of Tomatoes" is the title of Technical Bulletin No. 268 issued by the Department of Agriculture, Washington, D. C. A copy may be had for 15 cents by addressing the Superintendent of Documents, Washington, D. C.

MOTOR FREIGHT

Reg. U. S. Patent Office

FOR the busy executive of a warehousing business who is keen to keep abreast of the times there are several important new things to think about in the field of motor freight. Developments are following one another at a rapid pace, and all have a distinct bearing on the cost and opportunities of handling the hauling requirements of any warehouse business, regardless of its size. There are many advancements being made on the manufacturers' side of the industry, and some of these will be discussed in this department, which is conducted

By Philip L. Sniffin

THIS MONTH

Cost Knowledge—Selection of Equipment—Scheduling —Driver Policies—Correct Maintenance

TODAY, when the motor truck advisory engineer is employed by a warehouse to discover methods of improving truck fleet service, he finds that the executive heads of the business are taking a lively interest in the opportunities which are offered by modernized fleet equipment and new methods of cost control.

Examples of the modern trend toward executive maneuvering in the motor freight department are many and varied.

On the one hand we find a warehouse owner who has established a remarkable system for charting the performance life of each vehicle in his service; a detailed history is kept on each truck and this serves as a check on excessive cost and provides a valuable comparison among types, makes and sizes as a guide to future installations.

On the other hand, we discover a warehouse which has had excellent success with a progressive schedule of fleet repair and overhauling which equalizes the work of the shop force from day to day, eliminating rush work, insuring that vehicles will not be laid up for repairs when they are needed most, and providing the

highest type of maintenance service which greatly prolongs the average life of the trucks and which accomplishes all this at a minimum of cost.

Another warehouse uncovers some unusual economies by installing tractor and trailer equipment; idle time of expensive vehicle units during loading and unloading is reduced so that the investment in fleet equipment yields more transportation per dollar.

Still another fleet manager tells with pride how an investment in his own garage with carefully studied layout and with most up-to-date shop accessories has more than paid for itself within a short time in actual service economies.

These are typical of the angles of warehouse fleet operation wherein the interest and study of the executive side of the business is well repaid. Those phases of truck use which respond best to the assistance which comes from the bird's-eye viewpoint of the busy warehouse executive are always those which grasp the problem as a whole and aim to understand the principles upon which successful truck use is based.

KEEPING always in mind the importance of a correct bird's-eye viewpoint, we venture the following statement for the benefit of the warehouse executive who has neither the time nor desire for lengthy discussions, but who wants his facts presented in a nutshell:

There are five divisions to the task of getting the most profit from motor trucks:

1. Cost knowledge.
2. Right selection of equipment.
3. Proper scheduling.
4. Good driver policies.
5. Correct maintenance.

On these five points depends the profit which any concern will derive from the use of trucks. They are the key points in making any review to improve service or reduce cost. Let us see why they are important and how they should be con-

sidered from the executive viewpoint.

1. *Cost Knowledge.* By knowing our costs we establish an incentive and find the method for keeping costs down. Cost knowledge when accurate, serves as a budget to be watched and compared from one period to another. Costs, when split up into proper parts, reveal wastes and suggest ways for reducing items in which waste occurs. Cost knowledge enables valuable comparisons to be made among different vehicles, drivers, tires, managing methods and operating policies.

2. *Right Selection of Equipment.* Each vehicle must be exactly suited to the special kind of work it performs. A truck must be neither too big nor too small. Using a truck which is too big results in wasted carrying capacity. Using several trucks of small size on work that can be performed by one large

truck involves duplicated service which is a great burden to truck overhead. Often it is wise to change completely the truck equipment that is being used or to rearrange the work of the vehicles so that each type is on its own logical type of work, with respect to short hauls, long hauls, big loads, small loads and the special needs of body types that will serve most economically.

3. *Proper Scheduling.* More waste is usually found through delay in poor scheduling than in any other phase of truck use. Good scheduling invariably reduces the number of vehicles required to perform a given amount of work. Trucks, to be most profitable, must be kept forever busy. Planning the work in advance will save many a dollar in the cost of each truck every day.

4. *Good Driver Policies.* Eliminating waste in day-to-day operation is largely

Fruehauf's Model A-261 Drop Frame Semi-Trailer



ILLUSTRATED herewith is Fruehauf's Model A-261 drop frame semi-trailer van body with rounded front ends. Built for C. R. Lumpkin & Sons, movers, the body is 23 feet 3 inches long, 7 feet 1

inch wide and 7 feet 3 inches high in back of the drop, which is 18 inches. It is built completely paneled with quarter-inch Plymetl. Of three-to-five-ton capacity, 1000 cubic feet of space is available.

in the hands of drivers. The attitude of the drivers toward their jobs will make or break the truck cost account. Where drivers can be depended on to cooperate, they can be pushed to greater effort by incentives such as bonus or contest plans. Where drivers cannot be depended on to cooperate, service recording devices which provide a daily record of the truck's work provide a satisfactory means for keeping tabs on drivers.

5. Correct Maintenance. Every truck fleet needs some system of maintenance to insure the lowest possible figure of running expense and repairs. The trucks which wear out prematurely and whose repair expenses are high are not always those which have done the most work—they are the ones for which no regular plan of inspection, lubrication and adjustment has been established. The life of any vehicle can be multiplied, and its repair costs divided, through a good maintenance plan. Modern ideas in the repair shop equipment and management will do much to keep costs down.

In a nutshell, the best advice that can be given on truck use is to *use the right vehicles, keep them always on the job, and forever watch their costs.*

Equipment

WE have mentioned earlier in this article that warehouse executives are expressing a lively interest in the opportunities which are being offered through certain types of truck equipment and accessories now on the market. Let us review briefly a few typical examples of such units and devices which are adaptable to use in connection with warehouse fleet operation.

The commercial trailer is a good example of an equipment unit which deserves attention today. The trailer is designed to increase efficiency in three ways: (a) by increasing the pay-load capacity per motor unit; (b) by eliminating motor idleness during loading and unloading operations; (c) by matching

the needs of special merchandise with special bodies.

Many State highway laws restrict the weight of the merchandise which may be hauled on four wheels, on a single axle, and on a given amount of rubber. The fact that 80 per cent of the weight of any load carried on the average truck falls on the rear springs and is communicated to the road through the rear wheels is an important factor in determining the maximum payload of a truck.

Most any truck can haul a trailer with ease. Because the load is carried on eight wheels, the combination has, in many States, a legal weight allowance double that of the truck. In other words, unit for unit, the truck-and-trailer combination increases the payload 100 per cent. The running expenses—for oil and gas—are increased at the most not more than 20 per cent.

The capital investment required for trailer equipment is low. It adds little to running expense. The trailer doubles the capacity of the truck. The trailer may be left to stand idle during loading and unloading periods without the waste that is involved when a truck stands idle for this period.

In consideration of the trailer it is important to note that the needs of special kinds of merchandise or special kinds of loading and unloading conditions may be easily matched in the design of the trailer. Many different styles, sizes and body types are offered as standard equipment by trailer manufacturers and, moreover, close cooperation can be obtained in developing a special form of construction to meet a particular purpose.

Tractors and Semi-Trailers

CARRYING still further the advantage of the trailer as a means of cutting down idle time of expensive equipment, we have the tractor semi-trailer combination. Here the tractor (the expensive part of the equipment) becomes the locomotive and the semi-

trailers are the freight cars. A complete single unit of this equipment usually consists of one tractor and anywhere from two to eight or ten semi-trailers. The semi-trailers, easily hooked and unhooked to the tractor, are left alone to be loaded or unloaded. The tractor keeps continually on the move, hauling one at a time to its destination, then unhooking and proceeding to haul another.

Needless to say, this type of equipment is not suited to a business which is not of sufficient size or does not have sufficiently uniform requirements to enable to plan to work out in practice. Similarly where work can be planned ahead and systematized, particularly on hauls between the central point and branch depots, economies are possible.

Demountable Bodies

VERY much the same principle applies to the use of demountable bodies as in the case of the tractor semi-trailer. They require a business of rather large size and of fairly uniform delivery activities which can be systematized, actually to display their merits.

Demountable bodies, as most truck users know, apply to the principle of semi-trailer; that is, the effort to keep the truck itself busy. The truck itself is merely a chassis with a roller type of platform. The bodies are separate and are kept at the loading point and loaded there. When the truck has returned with an empty body, the empty body is rolled off and another body which has meanwhile been loaded is rolled on and the truck then can proceed on its way.

As in the case of trailers and semi-trailers, many special kinds of demountable bodies are available, and specially designed units are the rule rather than the exception. The use of demountable bodies, of course, requires that special arrangements be made for loading to accommodate the bodies which are retained at the loading platform. A closely coordinated system is necessary, and the difficulties that often surround this have been the cause of a somewhat slower general acceptance of this means of transportation.

Unit Containers

UNIT containers are an adaptation of the methods employed in the use of demountable bodies. In actual use they are the same. The difference is in the form or type of the equipment. Where the demountable body is a complete body which slides on and off the bare chassis, the unit container is a steel or wire cage which fits into body frame which is a permanent part of the truck. Unit containers go a step further than demountable bodies. They may be run on tracks after they leave the trucks, so that loading and unloading may be handled at the particular place that is most convenient.

Keeping Pace with New Methods

MORE and more today the forward-looking operators are analyzing and comparing cost records to determine the

suitability of particular vehicles for particular services. They are taking trucks out of one class of service and placing them in others to which they are better adapted. Obvious misfits are being disposed of and replaced both with more economical units. They are splitting up routes in some cases and combining in others. Where analysis shows that one or more light trucks will provide service at less cost, these operators are not using heavy duty units and, conversely, they are not using light trucks where analysis shows that heavy duty units will give better results.

It is not always easy to determine just which capacity of truck and which type of body are best adapted to a particular service, because often all of the facts regarding that service are not available. Yet these facts can be obtained by keeping proper records for analysis and comparison, and by experiment, and progressive truck operators in the warehousing field are obtaining them in this manner with the result that they are getting better transportation service and lower costs.

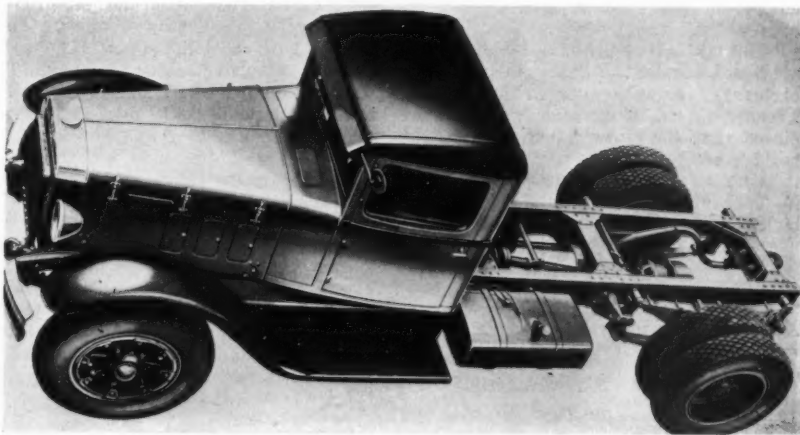
In the consideration of special types of vehicle units no two kinds of equipment can be said to be in competition with each other. Each is for a definite purpose and often an ideally selected fleet comprises a combination of two, three or all types, each for its purpose. It is therefore, hardly possible to become an advocate of one method as compared with another. All that can be said here is that any thorough attempt to economize on truck operation should take them all into consideration. Here the most that can be done is to point out what each is designed to accomplish and wherein its chances for economy lie.

How Manufacturers Help

THERE is one source of comfort for the bewildered warehouse executive who is endeavoring to select the ideal type of equipment for his business. Unquestionably the leading truck manufacturers are sincerely anxious to place their trucks properly. They are actually interested in helping the users of truck equipment to buy transportation—not trucks; to think of such equipment as a service, not as a product; on a basis of what it will do for them, and not what it is.

This point deserves emphasis and can be made clear when we say that it is a common thing today for a local truck sales agency to make a complete analysis of a prospective purchaser's requirements to show why and how the types and capacities of trucks which they recommend should be used. Among the larger and best reputed manufacturers who offer this analysis service, engineers are employed who do nothing except this. Although, of course, their purpose is to sell the equipment, the writer's experience has been that most of them study each problem fair-mindedly. The service is quite worth while and if the buyer knows enough about his own conditions intelligently to agree or

International Introduces Two Five-Ton Models



International Harvester's Model A-8 5-ton 6-cylinder truck with standard two-man all-steel cab

TWO new 6-cylinder trucks, each with a rated capacity of 5 tons, are announced by the International Harvester Co., Chicago. They are Models A-7 and A-8 and are available in wheelbases of 160, 180, 200 and 225 inches, thus adapting them to a wide variety of heavy hauling, especially that encountered in tractor-trailer service and dump work.

Engines are of the valve-in-head type. Clutch is of the single-plate type, and transmission has 5 speeds forward and 2 reverse. Frames are pressed steel channels. Instead of the usual two springs, there are four springs at the

rear end, semi-elliptic, one mounted above and the other below the rear axle at each side. This rear-spring construction provides improved cushioning for chassis and load and makes possible the use of dual tires as large as 11.25-24 or 44x10 heavy duty type and an overall width on the road within 96 inches.

Both models are equipped with 4-wheel service brakes. The front-wheel brakes are of the internal-expanding, self-energizing, shoe type with vacuum-operated booster. The rear-wheel brakes are of the internal-expanding wrap-band type.

disagree with the report, he does well to take advantage of it.

No longer is it a case of simply buying "a 2-ton truck" of a good standard make and putting it to work. The idea of relying on a make of good reputation still holds good, but we find now that in the models offered by our favored manufacturer there are several designs, one of which is intended to fit more closely our own particular need. And we find that another manufacturer, also of good reputation and with a most reliable truck, is trying to get our business by creating a model which, on our special kind of work, will offer just a bit more satisfactory service. Truck manufacturers who have up until a short time ago confined their production to one or two standard types, now have as many as two dozen entirely different models from which to choose.

It cannot be said on general principles that a certain type of equipment is to be recommended, even though the recommendation should be made with reservation. Nor is it of value to quote instances of how one or the other has worked out profitably or unprofitably in any particular case. Local and individual conditions vary so much that one man's meat is indeed another man's poison. So it remains for the individual

warehouse executive to neglect none of the important considerations in his desire to improve his methods through proper motor freight equipment.

Would Deny Federal Aid for Roads in States Not Regulating Truck Sizes

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

A BILL which would withhold Federal road aid from States which do not control the size, weight and speed of motor trucks has been introduced in the House of Representatives by Allen T. Treadway, of Massachusetts. Congressman Treadway appeared before the House Committee on roads in support of his bill while the committee was considering the bill providing \$125,000,000 for Federal aid to States for road-building during the next fiscal year.

The bill simply provides that "no project shall be approved by the Secretary of Agriculture in any State which, in the opinion of such Secretary, does not effectively protect the Federal-aid highways in such State from undue wear and tear by regulating and con-

trolling the size, weight and speed of motor trucks."

Congressman Treadway said he did not feel the Government should spend money on roads to be monopolized by huge trucks and trailers.

"The original reason for Federal road aid was to assist the States in providing highways for passenger vehicles," Mr. Treadway said. "It never was contemplated that the Government should help build roads for freight vehicles. I think it is only fair that States which accept Federal aid should regulate these vehicles."

—Stephens Rippey.

Proposes I. C. C. Approves Chicago's Terminal Trucking

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

A RECOMMENDATION that the Interstate Commerce Commission give its approval to a system of trucking which has been in vogue in the Chicago terminal district for some years has been made by Examiner R. N. Trezize in a proposed report on I. & S. Docket 3641.

The proceeding was instituted when the carriers serving Chicago filed tariffs with the Commission, to become effective Sept. 15, 1931, which would authorize by tariff authority the practice of optional trucking service in lieu of rail service in handling less-than-carload freight to and from stations of terminal carriers in the Chicago district.

For many years the trunk lines serving Chicago have maintained "universal" or "open" freight stations not located on their lines. Each of the trunk lines has held itself out as a common carrier to accept and deliver freight from and to these stations. Because the stations were located off-line it obviously was necessary to employ trucks to get shipments to freight cars.

The service has been performed without any tariff publication. The tariff was filed by the carriers following conferences between railroad officers and the Commission and not because the service covered was in any sense new.

—Stephens Rippey.

New Type Twin Axle Is Developed by Fuhrman

THE Fuhrman Trailer Company, Canton, Ohio, announces that it has perfected and applied for patents on a new type of twin axle, making a drastic change from the conventional one-piece axle with dual wheels used for trailer and truck purposes.

With the new type, two full elliptic springs are mounted one on top and one below the axle and one wheel on each side of the spring—a construction which allows both wheels on each individual axle to rotate freely and, if desired, brake with both wheels.

This design permits the tires to conform to road inequalities regardless of whether the road is crowned or dished,

thereby giving the same amount of weight on each tire and increasing tire life, it is claimed, approximately 50 per cent.

The new twin axle design provides for very wide spring centers. In a trailer with a width of 9 ft. outside, there is a spring center of 60 in. This wide spring center, it is stated, "eliminates practically all side sway from top-heavy loads, thereby preventing undue side wall pressure on tires that causes so many blow-outs." The announcement says further:

"The draw bar pull on trailers having the new type twin axle is at least 20 per cent less than the old type and at all times a trailer of this type of construction will track with the tractor regardless of how the load is distributed or the conditions of the road, and at no time will tires be scuffed when making turns or jack lifting."

(Illustration on page 39)

California Trucking Organizes to Combat Railroad Hostility

STATE-WIDE organization of the motor truck industry in California to "stabilize the industry and arm it against anticipated hostile railroad moves to restrict truck competition" is in final stages, it has been announced in San Francisco.

Representation has already been effected in more than 100 cities, embracing every faction, including private owners of trucks, contract and franchise carriers, and city draymen and contractors, according to Nathan J. Elliott, San Francisco, who heads the movement.

The industry which is being organized embraces 50,000 truck owners operating 230,000 trucks in California, and manufacturers and dealers, equipments and accessories employing 300,000 men.

Organization will be completed before the end of March, when every community in the State will be represented, according to Elliott.

"Any taxation program directed against the trucks would not only affect the owners, but the 300,000 persons in the entire industry in California, and for that reason the organization will be defensive," Mr. Elliott asserted.

"The organization proposes to give the industry self-government within itself rather than through observance of restriction which may otherwise be forced on it by antagonistic influences.

"Headquarters have been established in San Francisco, Los Angeles, Fresno and Sacramento. The institution will not be that of any one man or clique; neither will it sit as a board of arbitration in controversies.

"Its primary functions will be that of an authorized spokesman for the entire industry on any matter in which the welfare of the industry requires a united front. Such matters as speed, safety, weight, length, width, height, unfair taxes or any other restrictions aimed at

increasing the cooperation of motor trucks will come within the realm of our efforts.

"The motor truck in this State has been an important factor in the development of highways, through payment of 40 to 50 per cent of the gas tax. The total tax last year amounted to \$41,000,000.

"The transportation economies the truck has effected are indicated by a recent statement of Examiner Geary of the State Railroad Commission, that of 800-odd recent applications by the railroads for rate reductions, 700 were to meet motor truck competitive rates.

"We believe the trucks, the railroads and the water lines each fill a need in the transportation of general commodities; that the motor truck is the latest development in transportation progress, and that any steps competitive transportation agencies may take to stifle its development will eventually react against their originators.

"There is no more reason for the railroads to seek to stifle the use of motor trucks by artificial restriction than there is for the trucks to take such action against the railroads."

California Decision Affects Railroad's Trucking Operations

RAILROAD competition with California's independent freight trucking systems through operation of a subsidiary motor transport company on a rate scale under the rail freight schedule is barred through a ruling issued by the California Railroad Commission. The decision, reached on a four-to-one vote, is expected to have far-reaching effect on the operations of pick-up and delivery freight service.

The decision was reached in a case against the Pacific Motor Transport Co., a subsidiary of the Southern Pacific Railroad. Complaint had been filed by three freight-trucking companies and the Interurban Motor Transportation Association. The plaintiffs charged the railroad had organized the Pacific Motor Transport Co. in 1928 to "drive out or cripple the business of other certificated motor carriers."

The Commission's ruling, issued on Jan. 26, gave the Southern Pacific forty days in which either to reduce its rail freight rates to meet those of its subsidiary, the Pacific Motor Transport Co., or to raise the Pacific Motor Transport's tariffs to the level of the rail rates.

It was found by the Commission that through the truck subsidiary the Southern Pacific was able to carry freight under two different tariffs. The Pacific Motor Transport Co., the decision held, offered freight rates, between the same points maintained by the Southern Pacific, under the railway's charges. At the same time, the decision said, the same or greater service was offered by the motor transport organization.

"This leads inevitably to discrimina-

An Announcement:

Fleet Economies for Greater Profits

BEGINNING with the April issue this motor freight department will be edited by F. Eugene Spooner, who has long been identified with the road transport industry as a writer and as a student of all phases of its activities, from shop layout to delivery operation.

Mr. Spooner will present a series of articles designed to help warehouse executives who operate trucks. The coming texts will cover:

1. Cost and record keeping as factors in economical operation.
2. Reducing loading and unloading and other dollar-taking delays.
3. Refrigerator trucks, demountable bodies, containers, six-wheel trucks, trailers, armored vehicles.
4. Maintenance methods. Equipment which saves money.
5. Body painting and upkeep.
6. Proper load capacities for trucks and trailers.
7. Garage layout and methods.
8. Shop practice and equipment.
9. Cleaning and germiciding.
10. Drivers and clerical efficiency.

One feature of Mr. Spooner's work will be a "What's New" department, in which will be described equipment of interest to truck operators. And there will be a "Questions and Answers" or "Open Forum" department for readers' discussion of motor transport problems.

tion, and is obviously illegal under the California constitution and the public utilities Act," the decision stated.

Commissioner William J. Carr, the only dissenter to the majority opinion, said the decision disregarded the separate corporate entities of the defendants, and held that the Commission should go behind the fact of a separate corporate identity only to prevent fraud or wrong.

Oklahoma Governor Doubts Federal Court's Right to Rule on State Motor Law

ACTION by United States District Judge Edgar S. Vaught in granting a temporary injunction to Roadway Express, Inc., Akron, Ohio, against enforcement of the Oklahoma tax on foreign commercial trucks, pending hearing of the case, has brought from Governor Murray an attack on the rights of the "inferior Federal courts" to try cases involving a sovereign State.

The hearing on petition of the motor truck line attacking validity of the State law levying various taxes against truck lines engaged in interstate transportation has been scheduled for Guthrie, March 5, before a three-judge Federal court.

In a letter to Judge Vaught, the Okla-

homa governor declared he would not answer the suit, nor would any of the departments under his direct control. These include the tax commission and highway department, which collect truck taxes and enforce the State's motor vehicle laws.

The attack on the Oklahoma truck law follows agitation by several groups of jobbers and other truck operators against a ruling by the State tax commission that license tags must be purchased on "carrying capacity" basis instead of the factory-rated capacity as used hitherto. The president of the Oklahoma City Jobbers and Manufacturers Association, Ralph Moser, said the ruling, if permitted to stand, would mean \$2,000,000 additional annual license costs to truck operators in Oklahoma.

The tax commission advised that licenses could be purchased on factory-rated capacity, but that if enforcement officers found a greater load later than specified by the tag, the truck owner would be subject to fine for law violation.

Bunch Opens New Office

The V. L. Bunch Transfer & Storage Co., Glendale, Cal., has removed to a new location, 308 North San Fernando Street, from 528 Colorado Street.

Texas Law Attacked

ATEMPORARY restraining order enjoining Governor Sterling of Texas and all State, county and city officials from enforcing that provision of House Bill No. 336, which limits the loads of commercial vehicles using the State highways to 7000 pounds, was issued in Galveston on Feb. 19 by Judge J. C. Canty. The order was to remain operative until one of the parties defendant in the suit should seek a hearing.

The plaintiff launches an attack on the constitutionality of the law, alleging it is arbitrary, unreasonable and discriminatory, and contending it was enacted not to protect the highways and the traveling public, but to help the railroads against motor truck competition.

Injunction Suit Goes Over

The injunction action brought by the Central Transfer & Storage Co., Inc., Indianapolis, against enforcement of the State's new statute limiting size and weight of trucks on Indiana public highways, was postponed by the Courts on Jan. 27 until March 1. Judge Ryan had previously issued a temporary restraining order prohibiting State officials from enforcing the law, which the Central is protesting on the ground that it is unconstitutional.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Carruth Withdraws as Actuary of the A. W. A. Merchandise Division

FOLLOWING a meeting of the executive committee of the merchandise division of the American Warehousemen's Association in Chicago on Feb. 12, the announcement was made by Sidney A. Smith, Tampa, the division's new president, that Chester B. Carruth, Chicago, had withdrawn as the division's actuary.

A decision was reached at the executive committee's meeting that further actuarial work at this time should be deferred.

The committee, in discussing the work immediately ahead for the division, concluded that the most important activity of the moment should be along the line of developing greater enthusiasm among the industry's local groups in association work, looking toward strengthening the American and increasing the American's membership, and it was the committee's consensus that this program could be carried out effectively by Wilson V. Little and George A. Rhame, the division's executive secretary and assistant executive secretary, at the American's headquarters office in Chicago.

The committee tendered to Mr. Carruth a proposal that he serve in an advisory capacity on an annual retainer, plus special fees for any work which might develop during the year in his particular line of activity. Mr. Carruth did not accept such arrangement because he was not certain he would have the time available for these specialized cases. He indicated that when his future program became more definite he might find it possible to enter into such a relationship with the association.

Because of his experience and ability in actuarial work, developed to the point where he is nationally recognized as an authority, it is expected that Mr. Carruth will be called on by individual companies and local associations to serve as a consultant. His accomplishments while with the American Warehousemen's Association have been valuable contributions to the activities of the organization and to the literature of warehousing.

In his actuarial work Mr. Carruth attracted the industry's attention nationally while he was secretary of the Massachusetts Warehousemen's Association

some years ago. When the American's merchandise division began to develop its "Warehousing General Merchandise—An Encyclopedia," Mr. Carruth's services were drafted, and to his knowledge, experience and counsel was attributed in large measure the successful conclusion of that work, which has proved of inestimable value to public warehouse executives. Through this activity, cover-



Chester B. Carruth

ing a period of years, Mr. Carruth stepped into his position of the merchandise division's actuary, cost accountant, statistician and field secretary.

One of Mr. Carruth's notable achievements was his preparation of the booklet "These New Terminal Projects," issued by the American Warehousemen's Association in 1929. This work appeared at a time when investment bankers were offering to the public millions of dollars' worth of securities launched in connection with certain new terminal projects of major proportions. These particular projects, Mr. Carruth pointed out in the booklet, "were not devised by warehousemen," but were "motivated by promoters," and in connection with the marketing of the securities there were presented to the investing public "glowing statements as to the profits to be derived from the ventures in question." The booklet was given wide distribution

by the association among investment bankers the country over, and Mr. Carruth's facts and figures as presented in it have been generally credited with having checked a great deal of the over-expansion which has been threatening established warehousing.

During the past year Mr. Carruth in his capacity as field secretary has traveled thousands of miles, visiting virtually every State and conferring with individual warehouse executives regarding the industry's problems and association cooperation. This activity was favorably mentioned by speakers on the floor of the American's Detroit convention in January.

Last summer the merchandise division "loaned" Mr. Carruth for several months to a New York group of merchandise warehousemen, who, in cooperation with the Department of Justice and the Interstate Commerce Commission, were attempting to uncover statistics intended to show that some of the newer railroad warehouse terminals at the Port of New York were doing a warehousing business at below-cost storage and handling rates. Mr. Carruth was able to prepare voluminous figures, which, in the opinion of the warehouse group, were of a convincing character in support of the group's contentions. A summary of the figures was presented to the Trunk Line Association and subsequently it was indicated by the carriers that they would put into effect higher tariffs of a character considered by the warehouse group to be compensatory.

The Texas-Southwest Chooses Abernathy Its 1932 President

DELEGATES to the annual convention of the Texas-Southwest Warehouse and Transfermen's Association, some 150 in number, brought what they considered the ills of their business out into the open and considered remedies by which they hope to remedy the evils and keep the industry on a profit making basis. The warehousemen and transfermen from Texas, Oklahoma, Arkansas and Louisiana realize their business, like all others, is hard hit by the depression, and they were anxious to find means for a readjustment of problems so that they may get on the road to



Scene at the banquet which concluded the annual meeting of the New Jersey Furniture Warehousemen's Association at the Washington Restaurant in Newark on Jan. 13. The meeting was reported in the February "Distribution and Warehousing"

normalcy and stay there. Reports at the convention indicated, however, that despite hard times people continue to move and store their belongings, and that trucks are hauling a lot of merchandise and probably will haul more in the future.

Rates and rules governing the warehousing and transfer business featured most of the discussions, held in Dallas on Feb. 18-20. Committees were created to keep closely in touch with these problems and to render all aid possible to State officials having charge of the enforcement of laws relating to the warehouse and transfer business.

At the close of the convention the following officers were elected for the ensuing year:

President, R. E. Abernathy, president Dallas-Trinity Warehouse Co., Dallas.

First vice-president, S. J. Beauchamp, president Terminal Warehouse Co., Little Rock, Ark.

Second vice-president, J. P. Tarry, president Tarry Warehouse & Storage Co., Wichita Falls, Tex.

Arkansas vice-president, R. C. Martin, secretary O. K. Transfer & Storage Co., Fort Smith.

Louisiana vice-president, Joseph Herrin, Herrin Transfer & Warehouse Co., Inc., Shreveport.

Oklahoma vice-president, vice-president O. K. Transfer & Storage Co., Oklahoma City.

Secretary-manager, B. Frank Johnson, Fort Worth.

The retiring president, O. E. Latimer, secretary Scobey Fireproof Storage Co., San Antonio, was named chairman of the board, which comprises also Roy Binyon, president Binyon-O'Keefe Fireproof Storage Co., Fort Worth; Benjamin S. Hurwitz, president Westheimer Transfer & Storage Co., Houston; William C. Boyce, Jr., president Armstrong Transfer & Storage Co., Inc., Amarillo; C. D. Coggeshall, president Federal Storage & Van Co., Tulsa, Okla.; Walter E. Eggers, vice-president Wiley &



Frederick Petry, Jr., who was re-elected president of the New Jersey F. W. A. at annual meeting in January. Mr. Petry is president of the Petry Express & Storage Co., Trenton

Nicholls Co., Galveston; G. K. Weathered, vice-president Dallas Transfer & Terminal Warehouse Co., Dallas; Dean Clark, president El Paso Fireproof Storage Co., El Paso; John Parks, Jr., owner Central Transfer & Storage Co., Dallas, and A. B. Stringer, secretary Texas Fireproof Storage Co., Waco.

Rate structures placed before the Texas Railroad Commission by the association and adopted by the Commission were characterized as one of the organization's outstanding accomplishments of the year. This rate schedule has to do with long distance hauling and interstate traffic as well as storage, etc.

President Latimer in his address, said these rates may be changed, but that the principle of the structure had been established and that changes more

than likely would be in the nature of amendments. With the rate schedule in effect the warehouse and transfer business had moved a long step toward stabilization, he said.

The president urged a cooperative buying plan for members, pointing out that mass buying, or buying as an organization rather than individuals, would get members lower prices.

He declared that all members of the merchandise end of the business should obtain legitimate shipping charges where possible.

The president pointed out the present Texas truck law was pretty well shot to pieces and thought that the legislative committee of the association should give special consideration to details of new truck and warehouse bills certain to crop out at the next session of the Legislature. He thought the association should oppose truck legislation which would be injurious to the warehousemen.

Mr. Latimer reported that permission had been obtained from the National Furniture Warehousemen's Association and from the Allied Van Lines for the Texas-Southwest association to become members of Allied, and he urged that affiliation be made.

Secretary Johnson reported on the organization work and the membership acquisitions during the year. He said the association was recognized by its members and by other organizations and officials with which it came in contact as one of the liveliest bodies of its kind in existence.

C. V. Terrell, a member of the Texas Railroad Commission, told the delegates that the Texas law placing trucking control in the hands of the Commission was an onerous burden to enforce, but that as the law is on the books, whether it is believed good or bad, it must be enforced. He said that contract carriers, under the law, must not be given permits by the Commission when their operations interfered with the service of common carriers, and that the attorney

general had held that common carriers were railroads and interurbans. He declared many a man owned a truck by which he made his living and that it was hard to refuse them a permit. He stated that where it was possible the Commission was tempering justice with mercy. In the 12,000 or 15,000 cases decided by the Commission, he declared, only three were reversed.

President Latimer told Mr. Terrell that the decisions of the Commission had met the full approval of the membership of the association.

A great number of cases were also said to involve rate schedules concerning movers of household goods. The association formulated the rate schedule and the Commission has only a small amount of money to investigate alleged violations. The convention went on record as being willing to aid in assembling data concerning law violations and to turn information over to the Commission for use in prosecution.

The convention went on record for an increased rate for movings from upper stories and for handling pianos, etc. A committee was named to work out a schedule of such rates for filing with the tariff-making bodies.

Discussing trends in pool car distribution, W. I. Ford, Dallas, reminded the members of the days when such distribution was almost the sole business of transfer firms. Then came demand for speedier deliveries, and warehousing entered the picture. Hand-to-mouth buying and the business depression had brought more activity in pool car distribution, and Mr. Ford maintained that it should remain a business for warehousing and not for transportation agencies.

In ensuing discussion it was brought out that free distribution of pool cars was being advertised by some firms in order to get the tonnage, and a motion was adopted for the creating of a special committee to study this problem with a view, possibly, of appealing to the American Warehousemen's Association for co-operation in safeguarding warehousemen's interests.

G. K. Weatherred, Dallas, in his report regarding what took place at the A. W. A. convention at Detroit in January, outlined the activities of the Warehousemen's Protective Committee in attempting to compel railroad warehouses to get out of the warehouse business. This situation was discussed at length and a resolution was adopted which concludes: "Resolved, that the Texas-Southwest Warehouse and Transfermen's Association, in convention assembled, hereby approves and endorses the action instituted by the Warehousemen's Protective Committee."

Opposing votes were cast by Mr. Weatherred, Mr. Ford and E. D. Balcom, Dallas.

State Vice-Presidents Beauchamp of Arkansas, Herrin of Louisiana and Warren of Oklahoma discussed the growth and activities of the organization in their States and told what was being done to put the warehousemen and the transfermen in closer touch with one another; also what had been accom-

plished toward obtaining reasonable rates for service. They pointed out that a good deal of the "cut-throat" competition of former years had disappeared and that the business was now on a higher plane. In some sections those patronizing warehouses were showing preference for association members because service was prompt and reasonable and property was guaranteed.

J. L. Shackelford, chief of the State Warehouse Division, discussed proposed changes in the Texas warehouse law. He condemned the unreliable operator whose warehouse was a mere shack in the back yard and said the legitimate warehousemen, who were maintaining establishments where the people were protected, should use all legitimate methods to get the unreliable warehousemen out of business.

E. D. Balcom, Dallas, chairman of the legislative committee, said one way to eliminate the unreliable warehouseman would be through more rigid bonding requirements. He was satisfied that the reliable warehousemen would not object to making that feature of the law "plenty stiff" and that any protests would come from the unreliable operators.

W. I. Ford, Dallas, in discussing proposed legislation, said the Legislature always gave "over-protection" to the "little fellow" and that this might make it hard to get at the unreliable warehouseman, as a good many of those complained of would be classed as "little fellows" by the Legislature, when as a matter of fact they may be big, but conducting their business on a plan of most profit at least expense without regard to the interest of the clients.

D. P. Fletcher, Dallas, explained the stripping system for the prevention of theft. Secretary Johnson discussed new insurance coverage available to members. W. W. Warren, Oklahoma City, outlined some of the requisites of salesmanship in the warehouse industry.

Committee reports covering a wide range of questions, all vital to the members, were read on the second day of the convention. Some of these were discussed at considerable length, while others were adopted and became part of the records. Reports made and those making them were:

Advertising—K. K. Meisenbach, Dallas. Arbitration—W. I. Ford, Dallas. Auxiliary Departments—Miss May Crocker, Corpus Christi. Business Creation—Dean Clark, El Paso. Claims and Accidents—John Parks, Jr., Dallas. Cooperative Buying—L. C. Abbott, Fort Worth. Employer and Employee Relationship—Walter Eggers, Galveston. Insurance—G. K. Weatherred, Dallas. Inter-city Hauling—O. J. Layer, San Antonio. Legislation—E. D. Balcom, Dallas. Local Moving—S. A. Harris, Baton Rouge, La. Merchandise and Rates—A. L. Cox, El Paso. Sales Promotion—W. W. Warren, Oklahoma City. Shipping—C. L. Pace, Alexandria, La. Simplified Practice—R. C. Wisdom, Lake Charles, La. Storage Department—H. S. Brimm, Oklahoma City.

—J. A. Webb.

Ohio Haulers Plan a Defense League With 100,000 Membership

STRONGER organizations to fight all menaces to motor trucking in Ohio, with special reference to propaganda being circulated by the Railroad Employees and Citizens League of Ohio, were planned at the ninth annual meeting of the Ohio Association of Commercial Haulers at the Deshler-Wallick Hotel in Columbus on Feb. 9, attended by more than 200 executives. Officers for 1932 were elected as follows:

President, Glenn R. Ward, Ward Transportation Co., Columbus.

Vice-President, E. H. Lee, secretary, H. C. Lee & Sons Co., Toledo.

Secretary, E. DeMaria, president, Columbus Motor Express, Columbus.

Treasurer, D. E. Edwards, president, Edwards Transfer & Storage Co., Columbus.

Manager, Frank E. Kirby, Columbus.

Trustees, the secretary, the treasurer and John Dippie, Wadsworth; R. B. Evans, Van Wert; Jesse Gilbert, Xenia; Frank C. Schmidt, president, Liberty Highway Co., Columbus; Ora Stafford, Springfield; D. Stelzer, partner, D. Stelzer & Son Truck & Storage Co., Lima; Ray Wagner, Wagner Warehouse Corporation, Springfield; Elmer Warne, Zanesville.

Directors to fill vacancies, H. M. O'Neil, Cleveland; M. W. Aitken, Canton; Arthur Hauselman, manager, Hauselman Bros., Middletown; E. M. Becker, secretary, John Becker Moving & Storage Co., Cleveland; H. D. Franks, manager, B & F Transfer Co., Wooster; Clyde Arnold, Delta.

Paul J. Herbert, Youngstown, the retiring president, stressed the necessity of stronger battlefront against propaganda. Manager Kirby in his report said that what was at first believed to be reasonable regulation had developed into strangulation and practical chaos, with demoralizing effect on the mind of every trucker. He called attention to "malicious propaganda" by railroad-fostered interests and declared the cause of truckers would be lost unless such propaganda was refuted.

President Herbert named as a committee to organize a defense league for truckers, John Deppie, chairman, and Frank E. Schmidt, E. DeMaria and Manager Kirby. This group and the resolutions committee brought in a memorial which was unanimously adopted, as follows:

"Whereas, the general public is interested in transportation and the use of the highways as an economic and efficient means of transportation for the benefit of all, we, the members of the Ohio Association of Commercial Haulers, tender our support and cooperation to the assistance of any public organization whose principles and purposes support the foregoing, and recommend that the president appoint a committee of five empowered to represent this organization in rendering such assistance."

There are approximately 228,000 motor trucks registered in Ohio, owned by about 175,000 individuals. It is hoped that at least 100,000 of these owners can be lined up to back a defense league. Dues are to be \$1 annually, a defense fund thus to be accumulated. Shippers, truck dealers, garages, tire men, accessory dealers and others will be solicited to join.

As a revision of constitution and dues committee, President Herbert appointed Glenn R. Ward, chairman, and Charles McDevitt, Cincinnati; W. E. Easton, Cleveland, and Mr. Schmidt and Manager Kirby. Based on this committee's recommendations, the schedule was revised to provide that active members holding certificates for regular routes shall pay \$25 a year; active members holding irregular certificates, \$10 a year, and associate members, \$10 a year.

The association adopted a resolution opposing enactment of a Federal law to regulate interstate truck traffic. A copy of this memorial is to be sent to every Ohio Senator and Representative in Congress.

—J. W. Lehman.

"Conn. W. A." Is Creating Committees Suggested by National F. W. A.

STANDING committees to study various problems affecting the warehouse industry will be maintained by the Connecticut Warehousemen's Association, it was announced at the February meeting at the Hotel Taft in New Haven. William H. Schaefer, Stamford, president, appointed E. W. Schultz and E. J. Struck, both of New Britain, as chairmen respectively of committees on insurance, claim and accident prevention; and storage department improvements.

The move is in line with a suggestion from the National Furniture Warehousemen's Association, which has asked local groups to name committees which will cooperate with the national committees. Seventeen subjects for study are contained in the list.

Discussion topics included care of upholstery fabrics; containers; rug-cleaning and other side-lines, and insurance. A representative of the Collins & Aikman Corp. presented a motion picture showing the manufacture and use of pile fabrics, and gave directions for the proper cleaning and handling of these fabrics. Upholstery, he said, should be given as much care as clothing.

During the insurance discussion, which was led by Mr. Schultz, a question was raised as to the effect of arbitration upon the validity of an insurance policy. It was pointed out that adoption of an arbitration clause in contracts might invalidate policies because it might be considered as outside interference. Mr. Schultz agreed to study the question and report at the March meeting.

The association has accepted an invitation of the Norwalk Tire & Rubber

Co. to hold its March session at the plant in Norwalk on March 10. An inspection tour of the factory will be followed by the business meeting. Dinner will be served by the tire company.

—Charles B. Barr.

Cole Again Heads Kansas City Local

The Kansas City Warehousemen's Association held its annual meeting on Feb. 19 and reelected, as president, Frank M. Cole, general manager of the Radial Warehouse Co.

R. E. Jones was chosen a vice-president and chairman of the merchandise division; Joseph C. Wirthman, president of the Lincoln Storage & Warehouse Co., a vice-president and chairman of the household goods division; and H. L. Trask, manager of the United States



Frank M. Cole, again chosen president of the Kansas City Warehousemen's Association

Cold Storage Co., a vice-president and chairman of the cold storage division.

A. E. Brooks was reelected secretary and treasurer. The directors chosen are C. C. Daniel, president of the Central Storage Co.; F. J. Lewis, president of the Federal Van & Storage Co.; J. E. Kathrens, operating exexecutive of the Kathrens Moving & Storage Co.; and A. T. Brugh.

—Kenneth Force.

Kentucky Truck Owners Oppose Motor Taxation

THE Motor Truck Club of Kentucky held its eighth annual convention the last week in January at the Brown Hotel in Louisville, about 200 delegates attending from all parts of the State.

The president, W. L. Stodghill, manager of the Fireproof Storage Co., Inc., Louisville, told the group that two bills pending before the Kentucky Legislature

threatened not only the truck owners, but shippers as well, and that the club had offered a substitute measure.

A. J. Carroll, the organization's counsel, said the club was "not fighting regulations," but was "fighting for fair ones," and that enactment of either or both of the pending bills would force 90 per cent of Kentucky's trucks out of business.

Resolutions were adopted opposing proposed assessment of a State excise tax on trucks and the proposed Federal tax on gasoline.

—M. Thomas.

Coloradoans Inaugurate Fight for Enforcement of State Carrier Laws

WITH 100,000 trucks operating in Colorado in open defiance of the law and the situation rapidly getting beyond control of the Public Utilities Commission because of lack of funds for enforcement, the Colorado Transfer & Warehousemen's Association and the Motor Truck Common Carriers' Association have united in a campaign to save the legitimate hauler from extinction.

The first move was made early in February with an open letter to all district attorneys, their assistants, all Colorado sheriffs, county commissioners, all other city and State officials, newspapers and certified haulers, asking their cooperation in support of the law. The campaign was timed with newspaper publicity which followed an appeal made on Jan. 28 by the Public Utilities Commission to all district attorneys in the State for aid in enforcing the common carrier and private carrier Acts.

It is estimated that the 10,000 trucks are operating at a loss to the State of one-half million dollars in revenue from license fees. Only 300 certificate holders are registered with the Commission.

The Commission's letter reminds all district attorneys that the State statutes provide that they shall prosecute all violations of the private carrier Act. Every cooperation in securing evidence is offered by the Commission.

The appeal by the two associations amplifies that of the Commission by urging all legal operators to aid in securing evidence against violators. The plea to county commissioners is especially strong. It reads:

"Our interests are mutual and unless we unite to give battle to this parasitic common enemy, we shall awaken to find the Public Utilities Commission, its enforcement body, the laws, and our business swallowed up in the maelstrom of cut-throat competition, with the county commissioners alone left to mourn the passing of the geese that laid the golden roads."

With the campaign is linked a drive for membership in the two associations. Transfer and warehousemen, and line haulers who are in sympathy with the campaign, but do not care to join either of the associations, are invited to contribute to the fund which the associ-

ations are raising to finance the drive for law enforcement.

Immediate results have been secured. Every mail brings offers of cooperation from line haulers and transfer and warehousemen throughout the State. Three district attorneys have already conferred with the Public Utilities Commission on plans for intensive enforcement of the law.

"Our next step, and one which we touched on only lightly in opening the campaign," says J. F. Rowan, executive secretary of the two associations, "will be an appeal to all business firms for cooperation in observing the law. Firms or individuals who enter into contract with contraband carriers are liable to a fine not to exceed \$1,000, or imprisonment not to exceed six months in the county jail, or both. This fact has been lost sight of by many reputable shippers.

"We intend to see this fight through to a finish. We have built up a business. It is here in the form of the certified hauler. It has progressed from a 'truck driver' to an industry, and we're going to keep it there."

All public statements in the campaign are signed jointly by J. F. Duffy, president of the Colorado Transfer & Warehousemen's Association, and L. P. Davis, president of the Motor Truck Common Carriers Association.

—Wilfrid Redmond.

Canadians' Standard Warehouse Receipt Is Nearing Completion

THE Canadian Storage & Transfermen's Association is making progress in its effort, authorized at a convention several years ago, to provide a uniform negotiable warehouse receipt that will be satisfactory to the industry, to the Dominion's national bankers' association and to Canada's Department of Trade and Commerce.

A proposed form of the document has been distributed by E. A. Quigley, Vancouver, the association's secretary, to the organization's members, whose suggestions and criticisms will be considered by the receipts' committee, whereafter the final form is to be submitted to the bankers and the Government for approval.

Detroit Moving Rates Low in Line with Labor Costs

DETROIT moving rates are low by the scale of most other cities according to Robert W. Greenman, secretary of the Detroit Furniture Warehousemen's Association. The actual difference can be shown by the citation of the \$4 rate for a van with two men, while an additional man cost a dollar extra, per hour. These are not casual prices of a cut price firm, but are the rates charged by most firms around Detroit, within an average level.

Asked as to the causes of this condition, Mr. Greenman blamed it largely on special conditions of local competition. Some attempts at price cutting have induced retaliatory measures. In addition, there is no union of sufficient strength in the city to demand high hourly wage rates, and the comparatively lower cost of labor is favorable to lowered cost to the consumer.

—H. F. Reeves.

David V. Murdoch Is New President of the Pennsylvania F. W. A.

DAVID V. MURDOCH, a partner in the Murdoch Storage & Transfer Co., Pittsburgh, was elected president of the Pennsylvania Furniture Warehousemen's Association at the latter's annual meeting, held at the Pittsburgh Athletic Club in Pittsburgh on Feb. 9-10.



David V. Murdoch, new president of Pennsylvania Furniture Warehousemen's Association

T. E. Robinson, of R. J. Robinson, Lansdown, was chosen vice-president. F. L. Harner, vice-president of the Fidelity-20th Century Storage Warehouse Co., Inc., Philadelphia, was elected treasurer. J. Wallace Fager, of the Miller North Broad Storage Co., Philadelphia, was reelected secretary.

The meeting was held in conjunction with the Pennsylvania Motor Truck Association, about 200 members of both organizations attending the business sessions and a joint banquet.

—A. F. Hofschier.

Connecticut M.T.A. Elects S. L. Smith Its 1932 President

WAREHOUSE executives will be prominently identified with the activities of the Motor Truck Association of Connecticut during the coming year.

At the organization's annual meeting, held at the Hotel Bon in Hartford on Jan. 25, Stephen L. Smith, secretary of the H. T. Smith Express Co., Meriden, was elected president. Mr. Smith is a member of the National Furniture Warehousemen's Association and the Connecticut Warehousemen's Association.

B. C. Edgerton president of the Park City Warehousing Co., Bridgeport, was elected a director. H. A. Sillence, president of the H. A. Sillence Co., Hartford, and a member of the Connecticut Warehousemen's Association, was chosen treasurer.

Leonard S. Clark, treasurer of Henry G. Drinkwater's Sons, Inc., Greenwich, and a past president of the Connecticut Warehousemen's Association retired from the board because of pressure of other duties.

Myles W. Illingworth was again named executive secretary, with offices at 410 Asylum Street, Hartford.

Strenuous opposition to any increase in the gasoline tax and a plea for reduction of Connecticut registration fees from 25 to 50 per cent were keynotes in the address of Everett J. Arbour, of the Consolidated Motor Lines, Hartford, retiring president.

Mr. Arbour charged the railroads with "taking a shot at the little fellow" and cautioned the truckers that it was imperative they redouble their efforts to block restrictive measures, pointing out that "our railroad friends have agreed between themselves to have us 'regulated,' but I call it 'strangled.'"

—Charles B. Barr.

Committee Chairmen

APPOINTED by E. G. Lowry, Montgomery, president of the Southern Warehousemen's Association:

Arbitration, E. T. Chadwell, Nashville; auxiliary department and sales promotion, George Sebold, Atlanta; claim and accident prevention, C. Fair Brooks, Richmond, Va.; insurance, J. P. Ricks, Jackson, Miss.; laws and legislation, John L. Wilkinson, Charlotte, N. C.; membership, John E. Dupes, Knoxville; publicity, Paul Steward, Chattanooga; shipping department, George C. Harris, Birmingham; statistics, C. E. Boineau, Columbia, S. C.; storage department, E. M. Bond, Nashville; merchandise division, W. H. Dearing, Memphis.

Appointed by W. E. Fessenden, Los Angeles, president of the California Warehousemen's Association:

Government competition—public relations, Fred D. Parr, Oakland; insurance, E. B. Gould, San Diego; legislation, J. W. Howell, San Francisco; regulation enforcement, A. T. Gibson, San Francisco; uniform accounts classification—rural warehouses, W. H. Dillon, San Francisco; warehouse receipts, Frank A. Somers, San Francisco; weevil and rodent control, Alvin Turner, Modesto.

California V. & S. A. Elects Buck President

CHARLES A. BUCK, proprietor of the C. A. Buck Transfer & Storage Co., Burlingame, was elected president of the California Van & Storage Co. at the association's 1932 meeting, at Santa Barbara on Feb. 22-24. W. Parker Lyon, Jr., Pasadena manager of the Lyon Van & Storage Co., Inc., was chosen secretary.

Martin H. Kennelly, Chicago, president of the National Furniture Warehousemen's Association, attended the meeting and took part in the discussions.

A further report of the convention will appear in the April *Distribution and Warehousing*.

Bullock and Taylor Head the Locals in Cincinnati

AT the recent annual meetings of the two local associations in Cincinnati, officers for 1932 were elected as follows:

The Furniture & Piano Movers' Association of Cincinnati:

President, Anthony D. Bullock, managing director Security Storage Co.

Vice-president, Louis C. Keller, president Star Moving & Storage Co.

Secretary, Harry B. Rubey.

Treasurer, Henry Weil, Jr., vice-president Weil Fireproof Warehouse.

Directors, the president, vice-president, treasurer and A. H. Naish, president "Al" Naish Moving & Storage Co.; V. P. Newton, manager M. Newton; Joseph Williams and Charles Naish.

Cincinnati Team & Motor Truck Owners' Association:

President, J. Rex Taylor.

Vice-president, Edward Lampe.

Executive secretary, Harry B. Rubey.

Treasurer, Frederick Fuller.

Directors, the president, vice-president, treasurer and Wilbert Flanigan, Joseph Lawton, Frank Kelly, George H. Oberklein, William J. McDevitt and D. J. McHugh.

Central Illinois Body Backs N.F.W.A. Policy on Motor Competition

THE Central Warehousemen's Association of Illinois, at its twenty-seventh meeting, held at Jacksonville on Feb. 22-23, adopted a resolution that any member "who shall enter into contracts or agreements or engage in the service or services" of a concern competitive with the Allied Van Lines of the National Furniture Warehousemen's Association "shall be deemed guilty of an act or action prejudicial to this association and the purposes for which it was formed" and "furthermore shall be deemed guilty of failing to cooperate and not entitled to the benefits of the association." This memorial is along the line of resolutions which the National itself adopted at its 1931 summer convention at Mackinac.

The Central Illinois body adopted also

a resolution "that advertising and personal solicitation must be truthful and founded on fact," and "that any member of this association who shall knowingly and wilfully permit advertising and/or personal solicitation that is untruthful and/or not based on fact, shall be deemed guilty of an act or actions prejudicial" to the association's interests and not entitled to the organization's benefits.

Another resolution adopted sets forth the association's appreciation of the services which Henry Reimers gave the N. F. W. A. as executive secretary and the Allied Van Lines as general manager, and expresses "the unanimous desire of every member for his continued success and prosperity in any future undertaking." Mr. Reimers recently resigned his two positions.

Oliver Wogstad, Chicago, of the Judson Freight Forwarding Co., was elected to honorary membership.

The association's annual meeting will be held in Bloomington on June 6-7.

—Russell E. Hillier.

Details of Arrangements by Lawrence and Haslett

The merging of the interests of the Lawrence Warehouse Co. and the Haslett Warehouse Co., "for joint account" as announced in the February *Distribution and Warehousing*, provides for the following conditions:

For twenty years, as of Jan. 1 last, all the public warehouse and drayage business heretofore operated by the Lawrence firm except its Drumm Street Public Warehouse in San Francisco, is to be conducted and operated under the sole direction and control of the Haslett organization. In return, the Haslett company is to pay the Lawrence company a monthly charge of 50 per cent of the "operating economy" effected during the first ten years of this agreement.

After all the payments for the first ten years have been made, or after a total of \$300,000 shall have been paid to Lawrence company as its share from "operating economy" savings, the agreement provides that no further payments shall be due from either party to the other during the remainder of the twenty-year period covered by the agreement.

Davis Elected

The Team & Motor Truck Owners' Association of Greater Kansas City at its recent annual meeting elected as president J. A. Davis of the Truck Transportation Co., Kansas City, Mo.

C. E. Wayne, 3324 Summit Street, Kansas City, Mo., was reelected secretary.

Ohioans to Meet March 6

Announcement is made by W. R. Kiskick, Cleveland, president of the Ohio Warehousemen's Association, that the annual meeting is to be held on March 8 at the Deschler Hotel in Columbus. There will be an evening banquet.

Chicago's "Secret Six" Has Crushed "Hijacking" of Transfer Firms' Vans

THE "hijacking" of trucks and vans and the merchandise they carry, which has been costing Chicago transfer companies and their customers more than a million dollars a year in losses, has been reduced almost to the vanishing point through a concentrated fight on the gangs which have been preying on trucks.

This was revealed recently when the "Secret Six" crime-fighting committee of the Chicago Association of Commerce reported that, through Court convictions and protected streets and highways, it is now safe for drivers and their valuable cargoes to proceed without fear of molestation.

"As a result of the work of the 'Secret Six,' under the leadership of Alexander G. Jamie, we haven't had a report of a cartage theft in six weeks," declared L. E. Muntwyler, chairman of the association's cartage-theft committee. "Prior to that time two or three trucks a week, carrying loads valued at \$10,000 to \$20,000 each, were being robbed."

In its plan to prevent "hijacking," the "Secret Six" charted the city through the cooperation of the police department. Certain designated streets were given extra police patrol. All cartage firms and transfer companies were advised to follow these routes in the delivery of their merchandise. The "Secret Six" committee obtained evidence which resulted in the conviction of the three leading gangs and their ringleaders and broke the organized robbing of trucks.

For goods moving in and out of the city itself, certain locations were arranged where trucks assembled in groups of five or more and, through arrangement with the State highway police, were given motorcycle convoy into the city.

Knoxville Company Gets New Charter

The Knoxville Fireproof Storage Co., Knoxville, Tenn., filed a charter with the State register of deeds on Feb. 20 for operating, under the name Fireproof Storage & Van Co., Inc., a transfer and storage business at Randolph and Depot Streets, its present location.

Under this altered charter the firm is authorized to begin business with a \$20,000 capital and permission was granted to issue 5000 shares of stock with no par value. Three thousand shares may be issued at \$15 a share, while the other 2000 shares may be absorbed by the incorporators or sold at a later date.

Incorporators named in the new charter are Paul Mountsactle, V. L. Nicholson and J. H. Cooper, respectively president, vice-president and secretary-treasurer of the Knoxville Fireproof Storage Co.

The organization, established in 1923, is a member of the American Warehousemen's Association and the Southern Warehousemen's Association.

Bill Now in Congress to Have I. C. C. Regulate the Freight Forwarders

DISTRIBUTION AND WAREHOUSING'S Washington Bureau, 1163 National Press Building.

EFFORTS will be made at this session of Congress to pass legislation placing freight forwarding companies under the jurisdiction of the Interstate Commerce Commission, according to Representative Sam Rayburn, of Texas, chairman of the House Committee on Interstate and Foreign Commerce. Legislation of this character has been advocated by the Interstate Commerce Commission for some time.

Congressman Rayburn has introduced in the House a bill (H. R. 9268) providing for regulation of this kind. As this was written no time had been set for hearings as soon as certain other legislation had been disposed of by the committee. He said it was doubtful whether this would be before April 1.

The Rayburn bill defines freight forwarding service as "the service performed by those who receive the property of others for consolidation into carload lots and undertake or cause the transportation of such property in such lots in interstate or foreign commerce by railroad, or partly by railroad and partly by water, or partly by railroad and/or water and partly by motor vehicle."

Under the bill a freight forwarder would be any person or corporation engaged in freight forwarding service. Obviously this would apply to furniture forwarders, as well as to all others.

"It appears from the annual report of the Interstate Commerce Commission that the business of these forwarding companies is in such a state of chaos that many of them, and the rail carriers which dominate them, favor legislation of this character as the best means of stamping out practices which have resulted in serious depletion of revenues, and unequally and unjustly discriminatory treatment of shippers," Mr. Rayburn said in introducing his measure.

"This bill is designed to correct these evils by placing these forwarding companies under the jurisdiction of the Commission, similar to the way in which railroads are now regulated by the Commission."

The bill would make it the duty of every freight forwarder to furnish, upon reasonable request, freight forwarding service over the routes covered by its published tariffs of rates and charges. The forwarders would be required to charge just and reasonable rates, free from discrimination, preference and prejudice.

The Commission would be given power to hold hearings on complaints concerning charges of the forwarders and to suspend tariffs before their effective dates. The forwarders would be required to file tariffs as the railroads now are, and would be compelled to abide by their published rates.

Annual or other periodical reports from the forwarders would be required,

as well as any special reports the Commission might want. The Commission would be empowered also to inspect all lands, buildings, equipment, accounts records, and memoranda of the forwarders.

—Stephens Rippey.

Security, Washington, Earned \$120,922 Net During the Year 1931

THE 1931 net earnings of the Security Storage Co., Washington, D. C., totalled \$120,921.30, the president, Clarence A. Aspinwall, told the firm's board of directors in his annual report. Dividends paid stockholders during 1931 amounted to \$120,000. On Jan. 10 of this year dividends of \$25,000 were paid the stockholders.

While the 1931 net profits were less than those in 1930, "the business has in the circumstances been satisfactory," Mr. Aspinwall informed the directors, adding:

"The company has been able to retain its full force of employees, and as no unusual increases in wages were made during the period of expansion, no reductions have been necessary.

"The attention of stockholders is directed especially to the newer features of the company's business. These add considerably to our revenue, increase our contacts and, we believe, our usefulness.

"The fumigation of houses infested with moths, carpet beetles, etc., and the fumigation of infested articles, in the fumigating room of the depositor are of growing importance owing to the increase of beetles, buffalo bugs, etc., in Washington homes.

"The Security (steel) Storinvas are travelling far and wide, and with the company's excellent agencies make it possible for us to handle removals of household goods and of works of art or similar effects anywhere. Out of many removals in 1931 it might be of interest to mention one from Nogales, Ariz., to Dresden; from Prague, Czechoslovakia, to Calcutta, India; from Warsaw, Poland, to San Jose, Costa Rica. One of the company's vans has nearly circumnavigated the globe, from Washington to Ottawa, Ottawa to Wellington, New Zealand, Wellington to Melbourne, Australia, Melbourne to Sydney, Sydney to Stockholm, Sweden.

"The company's vans are now standing at Los Angeles, Nashville, New York, Cleveland, Omaha, Chicago, Washington, Memphis, Philadelphia, Boston, Providence, San Diego, Santa Barbara, Milwaukee, Indianapolis, Baltimore, New Orleans, Tampa, San Francisco, Rochester, Detroit, Denver, Pittsburgh, St. Paul, in the United States, and at Munich, Lisbon, Riga, Paris, Nice, Seville, Stockholm, Genoa, Vienna, Dresden, London, Calcutta, Naples, Mexico City, Buenos Aires and Hamburg.

"These vans are serviceable for storage as well as shipment."

Receiver Appointed for Bayway Terminal

THE Bayway Terminal Co., operating the Bayway Terminal with plants in Bayway and Elizabeth, N. J., has been placed in the hands of a receiver, Judge Alfred A. Stein, of Elizabeth. Vice-Chancellor Backes made the appointment on the application of unsecured creditors holding obligations totalling \$2,750,000.

The appointment was opposed by John Milton, representing the company and its former president, William J. McMillan. Mr. Milton said application had been made to responsible financial interests with a view to obtaining a loan of \$2,000,000 with which to meet some of the Bayway's outstanding indebtedness, and that two men had agreed to underwrite the financing plan, and he requested postponement of the receivership application pending outcome of the negotiations.

Mark A. Sullivan, counsel for the Oberaldo Finance Corporation and the Delta Finance Corporation, complainants in the proceedings, opposed delay, declaring that a receivership sooner or later appeared inevitable and that it would be to the best interests of all the creditors to have the Court take over the company's affairs.

Pointing out that 80 per cent of the space in the Bayway warehouse was occupied by Farm Board cotton, Mr. Sullivan told the vice-chancellor that removal of the cotton was imminent unless a quick arrangement could be made for a reduction in the storage rates to meet an offer made by a competing warehouse nearby. He suggested the receiver should without delay go to Washington and negotiate with the Farm Board regarding the rates.

Answering a question by the vice-chancellor, counsel for the Bayway said that if the \$2,000,000 was obtained it was proposed to pay the present market value of the bonds, about 25 per cent of par, in cash, and to secure the balance by second mortgages on the Bayway's buildings. He said he believed there would be no difficulty in getting unsecured creditors to accept a partial payment of their claims under a definite agreement as to when the balance would be paid.

In reply to this, counsel for the plaintiffs said that the former Durant motor plant being operated by the Bayway was "a white elephant" and should be entirely divorced from the affairs of the Bayway Terminal Co. Counsel said it was only about 5 per cent occupied.

In announcing his decision to appoint a receiver, Vice-Chancellor Backes said he was prompted to do so because there appeared to be no effective head of the organization in a position to handle its affairs.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

New York Labor Dispute Involves 180 Warehouses and Operators of Vans

FEBRUARY closed in New York with a van labor wage dispute in progress which had developed shortly before the beginning of the year. Hundreds of union drivers and helpers, hitherto employed by member companies of the Van Owners' Association of Greater New York, were idle, and most of the city's furniture storage warehouses were closed in so far as local moving was concerned.

A feature of the controversy was the solidarity of the employers. There has not been a single deviation from the group's plan based on the employers' decision reached last November that there must be a 10 per cent wage cut. Charles S. Morris, a member of the general committee handling the situation locally, and who was the first president of the National Furniture Warehousemen's Association, cited this as an example of what employers in other cities must do to meet such an emergency as the one which confronts the New York warehousemen and van owners.

The 1931 wage agreement between employers and employees expired on Dec. 31. In November the men were notified of certain revisions, including a wage cut, which the employers said must be incorporated into the 1932 agreement. Negotiations between employers and union leaders were carried on up to about the middle of December, with no agreement being reached. About Jan. 1 the employers consulted counsel and asked the union to arbitrate the dispute. This the union refused to do. At the end of a truce in the first week of January a compromise "agreement" was signed between the employers' committee and a committee representing the union, calling for a 10 per cent cut in wages, the employers having eliminated various other proposed revisions for a 1932 arrangement, but the union committee's concession as to the wage cut was never voted on by the union itself. Instead, the union voted to make contracts individually with the employers, and inaugurated this phase by calling strikes on the Strand Moving Co. and the Weisberger Moving & Storage Co., and later on the Gilbert Storage Co. The other Van Owners' Association member firms thereupon closed down their local moving business.

Virtually all of the members of the New York Furniture Warehousemen's Association are affected except the Lincoln Warehouse Corporation and the Manhattan Storage & Warehouse Co., which firms do not employ union labor. Some of the companies have been operating their vans with non-union men, while others have turned their moving jobs over to non-union local moving firms.

The union applied to the State Supreme Court for an order to restrain the employers from employing men outside the union. The employers in turn sought an injunction to restrain the

union representatives from interfering with the employers' business. Both these Court actions are pending.

There have been a number of street disturbances. Peter Santini, of Santini Bros., Inc., was beaten up and is in a serious condition in a hospital. H. W. Dochtermann, of the Dochtermann Storage Warehouse Co., was struck on the head with an ash-can cover during a small riot in which pistol shots were fired. The use of "stink bombs" has been a frequent occurrence, some of these being thrown into warehouses and others into moving vans.

The general committee handling the situation on behalf of the approximately 180 warehouse and van operators includes executives nationally known in the

Partner Wanted

LEADING old established fireproof warehouse has splendid opening for partner who can furnish capital and will take active interest in business.

Address, Box K-389, care of Distribution and Warehousing, 249 West 39th Street, New York City.

furniture storage business. The committee's chairman is William T. Bostwick, eastern vice-president of the National Furniture Warehousemen's Association, secretary of the New York Furniture Warehousemen's Association and president of the Thomas J. Stewart Co. The vice-chairman is Louis Schramm, Jr., vice-president of the Chelsea Fireproof Storage Warehouses, Inc. The other members of the committee are Barrett C. Gilbert, president of the Allied Van Lines, Inc., and vice-president of the Gilbert Storage Co.; George Kindermann, president of Julius Kindermann & Sons, Inc.; James McGuire, president of James McGuire, Inc.; Ernest H. Milligan, vice-president of Lee Brothers, Inc.; Charles D. Morgan, superintendent of Morgan & Brothers; Charles S. Morris, president of the Metropolitan Fireproof Warehouses, Inc.; Thomas F. Murray, president of Day & Meyer, Murray & Young, Inc.; Edward J. Sullivan, secretary of the Van Owners' Association of Greater New York; William R. Wood, secretary of the Liberty Storage & Warehouse Co.; and John D. White, president of Chas. D. Strang, Inc., Brooklyn.

Zaban Acquires Vittur's

The Zaban Storage Co., Inc., Atlanta, has acquired the interests and holdings of Vittur's Transfer & Storage Co. at 392 Edgewood Avenue.

The Zaban organization had previously taken over the Morrow Transfer & Storage Co.

Hearings in Rail Storage Case Are Deferred to Late in March or Early April

IT will be probably late in March or early in April before the Interstate Commerce Commission begins holding hearings in Part 6 of Ex Parte 104. This is the case based on the complaint filed by the Warehousemen's Protective Committee, of which T. A. Adams, Sr., president of the Manhattan Refrigerating Co., New York, is chairman, in the effort on the part of a number of independent cold storage and merchandise warehouse executives throughout the country to compel the railroads to discontinue warehouse operations.

The group maintains that the railroads are engaging in trade services in violation of one or all three of the interstate commerce, Elkins or Sherman Acts, and that unless such warehousing by the carriers is checked, established public warehousing in numerous cities will be injured by what spokesmen for the industry have called "vicious" competition.

New Line of Inquiry

The first of the hearings had been tentatively scheduled for early in March. It is understood, however, that investigators for the Commission have uncovered a new line of prospective testimony, and that the delay in beginning the hearings is due to the Commission's desire to develop further facts. The latter are said to be favorable to public warehousing's side of the case.

The hearings will be held probably in New York, where several railroad-owned warehouse terminals are in operation and where warehousing's complaint to the Commission originated.

Bekins in Tacoma Modernizes Plant

ILLUSTRATED on page 39 are two structures which show what an architect can do in the way of modernizing an out-moded storage plant. One picture is of the original two-story household goods depository of the Bekins Moving & Storage Co. at 615 South Tacoma Avenue in Tacoma, Wash. The other is of the completed structure after the renovating process.

The new building, fireproof, with four stories and full basement, is approximately 40 by 60 feet and has a gross capacity of about 20,000 square feet. The front was entirely revamped artistically with white stucco trimmed in pattern stone. The first floor has a complete cast-stone front and office entrance in marble. The interior was remodeled by installing a vault for valuables, rooms for moth-proofed rugs and overstuffed furniture, a new elevator and a packing room.

From the front extends a Neon sign twelve feet in length, the lighting effect so arranged that a van appears to be moving.

"Do Not Move in the Dark," Philadelphia Counsels the Public

(Concluded from page 35)

vertising copy were presented to the committee for criticism; inaccuracies therein were called to the attention of the managers, and checks on later copy were kept. Contact was made with the National Furniture Warehousemen's Association as to its recommendations in connection with questionable claims advertised locally. Considerable outside investigation was made by the Philadelphia Better Business Bureau representative who interviewed owners and operators of moving companies. A radio talk, "Moving and Storage Pitfalls," was broadcast by a member of the Bureau.

The first issue of the booklet, "Do Not Move in the Dark," consisted of 15,000 copies. This booklet was prepared and published by the local Better Business Bureau in cooperation with the Harrison committee, and copies were distributed among all local moving and storage companies, as well as to the entire mailing list of the Better Business Bureau, approximating 1,100 names and including associations, women's clubs and household managers; and to publications and associations in moving and storage and in other fields throughout the country. Classified advertising was placed in local newspapers and periodicals for two weeks, offering copies of the booklet to the public.

Among the important results accomplished by the campaign to date are the following:

Elimination of "misrepresentative" copy in two of Philadelphia's leading newspapers; assurance of cooperation from the Bell Telephone Co.; forced withdrawal of nine advertisers from the classified columns of two local newspapers that refused cooperation; one of the most flagrant violators of this phase of ethics brought into the membership of the Chapter and is today abiding by its ethics; indictment by the grand jury, for fraudulent conversion, of one of the most persistent violators in the moving and storage field; the return of approximately \$1,000 in damage, effected from concerns misrepresenting their services in the moving and storage field; the placing of classified advertising in newspapers, right among the advertising of moving and storage, or hauling concerns, so worded as to cause the reader to beware of "moving in the dark" by applying for one of the pamphlets; and the distribution of leaflets descriptive of the "business" methods of offenders and of complaints about them from their customers. Requests have been received from fifteen women's clubs for speakers from the Bureau to devote a half-hour period to the topic.

Letters have been received on the booklet from the following concerns and organizations, some of which spoke of the copies they had received in the highest praise, and asking for quantities: Smith's Transfer & Storage Co., Washington, D. C.; Davidson Transfer & Stor-

age Co., Baltimore; Texas-Southwest Warehouse and Transfermen's Association, Fort Worth; Merchants' Transfer & Storage Co., Washington, D. C.; Southern Warehousemen's Association, Atlanta, Ga.; National Distributors' Association, Peoria, Ill.; Cincinnati Better Business Bureau; Better Business Bureau of St. Louis; Boston Better Business Bureau; Greyhound Vans, Philadelphia; American Warehousemen's Association, Chicago; Better Business Bureau of Detroit; Better Bureau of Washington; Better Business Bureau of Toledo, and Better Business Bureau of Oklahoma City.

As for the future, a meeting has been arranged with representatives of the two non-cooperating newspapers in Philadelphia whereby they will listen to claims by the Better Business Bureau and allow presentations of proof relative to "misrepresentative" classified advertising and if the statements are proved, the newspapers promise to cooperate. A further radio broadcast, outlining the work of the Bureau in the moving and storage field, will be prepared, to increase the distribution of the booklet. This talk is to call persons' attention to the importance of making inquiries of the Bureau when they have occasion to employ a firm in the moving and storage group. The public, it is claimed, is being brought to a realization of the importance of this step.

Similar work, it is indicated, soon will be undertaken in numerous parts of the country.

Atlanta to Enforce State Removals Law

Atlanta's policemen have been ordered to enforce the city ordinance which prohibits moving and storage companies from moving furniture without a permit from the office of the city clerk.

The requirement that householders secure permits before moving was enacted by the Georgia Legislature in the form of an amendment to the Atlanta city charter, at the instigation of installment sellers of furniture, radios and other goods, who claimed this was needed as a protection of their interests.

The storage and van people thereafter openly declared the law a nuisance and many of the firms have persisted in disregarding it.

It is expected that a "show-down" will result in litigation to determine whether the law is constitutional.

Illinois Firms Licensed

Licenses to operate as public warehouses for storage of personal property were issued by the Illinois Commerce Commission on Feb. 10 to the following firms:

D. J. Steward Co., Rockford; Martin Transfer & Storage Co., Aurora; Wiedlocher & Sons, Springfield; Homer Ott, Chicago Heights; Wheeler Transfer Co., Canton; Rae Tannery, Galesburg; Cairo Warehouse Co., Cairo.

California Ruling Affects Warehouses

ACCORDING to a decision of the California State Railroad Commission on Feb. 20, a public utility warehouse operating a pick-up and delivery service between two cities, no matter how contiguous the cities may be, is a common carrier and must file a list of tariffs, rules and regulations for such service and be subject to the jurisdiction of the Railroad Commission.

This decision was rendered in the case of the Lawrence Warehouse Co., which operates a pick-up and delivery service between San Francisco and the East Bay cities of Oakland, Berkeley, etc., maintaining this service twice a day via the barges of the Bay Cities Transportation Co. across San Francisco Bay.

The company maintained that this service was merely a part of the firm's warehousing.

New Detroit Firms

James A. Shaw, for twenty years with the Leonard-Detroit Storage Co., Detroit, has leased the Leonard organization's northeastern warehouse at 7740 Gratiot Avenue, and will operate it independently under the name Fidelity Storage & Moving Co.

George Pierce, who has been head of the Detroit Baggage & Transfer Co. at 287 Watson Street, is reorganizing his business for furniture warehousing under new names. Grand Storage Co., Grant Storage Co., Grant Moving Co. and Grand Warehouses are all being used by Mr. Pierce. It is stated that some of these names were selected solely to prevent the formation of companies with similar names.

The Airways Moving & Storage Co. has started in the warehouse business with offices at 11800 Livernois Avenue. The firm is owned and headed by Robert Weir, formerly proprietor of the Weir Moving Co. in suburban Highland Park. F. E. Dull, formerly with the Ivory Cartage Co., is assistant manager.

The Roehl Storage Co., recently reorganized, has been reincorporated with Fred W. Roehl as the principal incorporator. Capitalization is 500 shares of common stock at \$10 a share. Mr. Roehl has taken over the business of the Roehl Storage Co., Inc.

The Detroit City Service Co., dealing in coal and ice, is operating a building at East Warren Avenue and Dequindre Street as a furniture warehouse, but it is understood that the structure is being handed back to the former owners, representing the Bagley estate. James K. Watkins, Detroit's police commissioner, is taking charge on behalf of the estate. Delegates who attended the Detroit convention of the American Warehousemen's Association in January will recall that Commissioner Watkins, in his address of welcome on behalf of the mayor, remarked humorously that he expected shortly to have a warehouse business on his hands.

**Construction
Developments,
Purchases, Etc.****Alabama**

BIRMINGHAM—Bradley Transfer & Storage Co. has removed to 101 Second Avenue North from 528 Second Avenue North.

Arkansas

Conway—G. L. Bleidt and W. P. Bleidt, 425 Second Street, North Little Rock, head a project to construct and operate a \$25,000 cold storage warehouse in Conway.

California

Beverly Hills—Beverly Hills Transfer & Storage Co. has removed its offices from 460 North Rodeo Street to 478 North Beverly Drive, in the Chamber of Commerce Building, pending completion of a fireproof warehouse.

Corona—National Ice & Cold Storage Co. of California is planning to enlarge its cold storage warehouse and ice plant.

Los Angeles—Fidelity Securities Co. has awarded a contract for erection of a 1-story warehouse, 70 by 135 feet, at 1107 North Bronson Avenue.

Redlands—Stacey Brothers Transfer & Storage Co. has sold its business to the Southern California Freight Lines, Ltd. R. E. and H. H. Stacey will operate the Motor Service Express as a unit of the Southern California organization.

San Francisco—State Harbor Commission has preliminary plans under way for a \$300,000 multi-story warehouse and terminal, for cotton and other services, on Ferry Street.

Upland—Upland Lemon Growers Association is completing plans for a \$75,000 2-story and basement warehouse at Fourth Avenue and A Street.

Canada

Vancouver, B. C.—Campbell's Storage, Ltd., has absorbed the Jennings Transfer Co., a furniture moving firm in the Point Grey district. E. O. F. Ames, secretary of the Transcontinental Storage & Distributing Co., Ltd., of which Campbell's is a subsidiary, is manager of the affiliated companies.

Colorado

Grand Junction—Denver, Rio Grande & Western Railroad Co. plans to rebuild, at a cost of \$40,000, its warehouse recently damaged by fire.

Georgia

Lafayette—Lafayette Coal & Warehouse Co. has plans for a 1-story warehouse, 60 by 80 feet.

Illinois

Aurora—Consumers Co., 464 North Broadway, has plans for a \$40,000 1-story cold storage warehouse and ice plant, 56 by 165 feet, on South View Street.

Chicago—Central Storage & Forwarding Co. has increased its capital stock from \$25,000 to 25,000 share non par value.

Indiana

Indianapolis—Indianapolis Ice & Cold Storage Co. has filed plans for a 1-story addition, 30 by 90 feet and 31 by 67 feet, to its cold storage warehouse.

Iowa

Sioux City—Plans are being made by the city and the Railroad Commission for a central warehouse and freight terminal, four stories, 100 by 250 feet, reported to cost about \$1,000,000.

Kentucky

Louisville—Lamppin Warehouse Co., recently organized by William C. Dabney, 1481 South Eleventh Street, and associates, plans operation of a storage warehouse.

Maryland

Baltimore—Hampden Transfer & Storage Co. has filed plans for an addition, 24 by 30 feet.

Massachusetts

Boston—Quincy Market Cold Storage & Warehouse Co. has filed plans for alterations and improvements in its warehouse units.

Webster—Webster Ice Co. is considering construction of a \$36,000 2-story cold storage warehouse and ice plant on West Main Street.

Missouri

Chillicothe—Consumers Public Service Co. has approved plans for a \$60,000 1-story and basement cold storage warehouse and ice plant.

Kansas City—Arrow Transfer Co. is rebuilding at a cost of \$25,000 its 3-story and basement warehouse recently damaged by fire.

New Jersey

New Brunswick—Charles T. Wales, Inc., is preparing plans for an \$85,000 7-story warehouse, 51 by 100 feet, on Sanford Street.

New York

Baldwin—Allied Freight Corporation has leased a local building and will occupy it for warehousing and distributing purposes.

Canastota—Canastota Refrigerating Co. is planning construction of a \$25,000 cold storage warehouse.

New York City—New York Transit & Terminal Co. has arranged for an increase in capitalization from \$1,000,000 to \$1,500,000.

New York City—Thomas J. Stewart Co. has taken a 15-year lease, dating from 1932, on the 10-story warehouse at 3243-3247 Broadway.

Ridgewood—Slatter Trucking Co. has filed a notice of change of name to the Ridgewood Moving & Storage Co.

North Carolina

Winston-Salem—Lentz Transfer & Storage Co. is establishing at 220 South Liberty Street a union motor freight terminal to be used by seven motor freight lines being operated by the firm.

(Concluded on page 59)

**New Incorporations
as Announced Within
the Storage Industry****California**

LOS ANGELES—Beverly Hills Van & Storage Co. (organized), 8036 Santa Monica Boulevard, Beverly Hills. Storage warehouse and van service. Roger P. Easton, 138 South Street. Andrews Place heads the interests.

Los Angeles—Motor Warehouses, Inc. Storage warehousing and transfer. Capital, 1000 shares of no par value stock. Incorporators, Herschel B. Green and Richard M. Goldwater.

Illinois

Aurora—Martin Transfer and Storage Co., 121-123 South River Street. Capital, \$10,000. Incorporators, J. D. Annenberg, S. C. Annenberg and Susie G. Cornells.

Chicago—Avalon Transport Co., Inc., 4325 Cottage Grove Avenue. Capital, \$15,000. Incorporators, George A. Brautigan, Joseph P. Loewy and Genevieve Ward.

Chicago—Chicago-St. Louis Freight Co., Inc., 471 West Chicago Avenue. Capital, \$5,000. Incorporators, Frank W. Shurte, J. N. Bauerle and J. L. Kennedy.

Chicago—National Highway Freight Terminals, Inc., 561 East Illinois Street. Capital, \$10,000. Incorporators, J. M. Seiwert, Edward P. Seiwert and Albert J. Kamper.

Chicago—Overland Motor Freight, Inc., 6401 South State Street. Nominal capital, \$1,000. Incorporators, Matthew J. Peoples, E. L. Foster and James E. Crawford.

Chicago—Shippers Union Freight Terminal, Inc., 201 North Wells Street. Storage warehouse and transfer. Capital, \$25,000. Incorporators, E. E. Kundel, B. E. Heinrich and Paul Weinberg.

Chicago—Stone's Bonded Distributing Service, Inc., 1253 West Van Buren Street. Capital, \$24,000. Incorporators, Murton Mandel and A. Stone.

East St. Louis—Gerold Storage, Packing & Moving Co. (established in 1894). Capitalization, \$30,000. Incorporators, H. W. Rodawald, president; P. S. Fleming, secretary, and Sarah Rodawald.

Indiana

Anderson—Tri-State Motor Freight Corporation. Capital, 1000 shares of no par value stock. Incorporators, A. L. McPhee and O. L. Driskell.

South Bend—C. J. Anderson, Inc. Warehousing and freight transfer business. Capital, 500 shares of no par value stock. Incorporators, Clarence J. Peterson, L. M. Peterson and Mara Peterson.

Kentucky

Glasgow—Walbert-Cox Transfer Co. Capital, \$5,000. Incorporators, T. C. Walbert, E. B. Cox, Thelma Walbert and Ruby Cox.

(Concluded on page 59)

Receiver's Schedule in Jersey City Situation

Judge Walter P. Gardner of the New Jersey Court of Errors and Appeals has filed with Referee in Bankruptcy Beach schedules showing the condition of the Pennsylvania Dock & Warehouse Co., of which he is receiver on appointment by United States Judge Guy L. Fake.

According to the schedule the assets of the company are \$11,862,133.31 and the liabilities are \$12,664,649.15. Among the liabilities are listed a first mortgage of \$7,500,000 held by the Pennsylvania Company for Insurance of Lives and Granting of Annuities of Philadelphia; a second mortgage of \$3,000,000 held by the Real Estate Land Title & Trust Co. of Philadelphia; and a third mortgage of \$1,300,000 by the Pennsylvania Railroad Co., which also has \$1,316,000 in leasehold gold bonds. Other liabilities are a claim of the Terminal Warehouse Co., New York, general contractors, for \$1,186,409.29, subject to mechanics' liens of \$54,876.30; salary of \$6,501.50 due William J. McMillan as the terminal's president, and fees amounting to \$35,602.11 due John Milton.

Among the assets are listed \$10,145,000 as the value of the development, comprising three units totaling 27,000,000 cubic feet; a claim of \$261,605.05 against the General Cold Storage Co. for rental and \$50,000 of the share of that company; a claim of \$209,722.59 against the Pennsylvania Railroad Co.; and a claim of \$165,235.72 against the holder of the first mortgage for moneys claimed not to have been advanced on the first mortgage.

It is also estimated that the land lease of 21 years, with options for two 21-year renewals, is worth \$1,000,000.

The cash on hand is \$5,680.44.

Obituary

Robert Somerville

Robert Somerville, formerly president of the Judson Freight Forwarding Co., died on Feb. 7 in St. Luke's Hospital, Chicago, after a week's illness of influenza. He was 76 years old.

C. E. Nicholson

Death recently removed C. E. Nicholson, president of the Chicago Van & Storage Co., Los Angeles. He was widely known in the city's storage and transportation circles. The firm's business, at 1701 South Hill Street, will be carried on by the family.

E. T. White

Eugene T. White, secretary and treasurer of the White Transfer & Storage Co., Pittsburgh, died on Feb. 19. He was a member of the National Furniture Warehousemen's Association and the Pennsylvania Furniture Warehousemen's Association.

The Pittsburgh Chapter of the Penn-

sylvania organization adopted a resolution of sympathy and esteem at its February meeting.

Mrs. John Smith

Cammie West Smith, wife of John Smith, manager of the Fort Worth-Trinity Warehouse Co., Fort Worth, died of pneumonia on Jan. 19. She was 36 years old.

As Miss Cammie West, Mrs. Smith was formerly identified with the old Dallas Storage & Warehouse Co., a Dallas firm which in 1928 was merged with the Trinity Storage Warehouse Co., Dallas, to become the Dallas-Trinity Warehouse Co., of which the Fort Worth-Trinity is a branch. She was married to Mr. Smith in October, 1930, and with her husband operated the Fort Worth-Trinity organization.

Position Wanted

BY traffic manager. Ten years' experience in handling traffic and pool cars through public warehouses. Extensive knowledge of rate structures throughout the United States.

Forty years old; married. Can furnish best references as to ability, character and other qualifications.

Address Box P-459, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

A Business Tip

An announcement by a new company, the Hawaiian Cane Products Co., that it has entered the building material field and will soon place on the market a high quality canefiber structural insulation under the brand name "Canec," contains the following paragraph:

"Adequate warehouse stocks will be maintained by the company at strategic points, enabling prompt service to dealers in their respective territories."

Headquarters offices have been established in two of the major cities in the United States. Warehouse executives may obtain the address by writing *Distribution and Warehousing*.

David's Form Transfer Co.

The David Moving, Express & Transfer Co. has been incorporated in Illinois with address at 4848 North Clark Street, Chicago, which is the main address of the David Fireproof Storage Warehouses. Capital, \$10,000.

The incorporators of the new firm are Theodore W. David, Sidney S. David and James L. McAuliff, respectively president, vice-president and secretary of the David Fireproof Storage Warehouses.

Hartford Firm Ends Long Removals Job

THE Hartford Despatch & Warehouse Co., Hartford, recently completed an important office removals job when it transferred the various Connecticut State Department offices, scattered about the city in sixteen buildings, to the State's new Office Building.

Removals were begun last May and continued over week-ends as fast as the new structure was erected. Care had to be taken so that the moving of the departments did not interfere with the contractors and their employees. E. G. Mooney, the warehouse firm's president, and J. W. Connolly, vice-president, personally supervised the plans and the job.

In one instance, in order to keep up to schedule, the warehouse employees were given sledge-hammers and pick-axes and instructed to smash down the doors and walls of a building the basement of which had been accidentally flooded. The warehouse carpenters then had to build high ramps with guide rails so that the furniture could be removed. One ramp constructed was 100 feet long.

The Hartford company has performed several large office removals, some of the most recent ones being the Aetna Insurance Company, the United States Veterans' Bureau, the Southern New England Telephone Company, F. W. Woolworth Company and Pratt & Whitney Aircraft Company. One lesson learned as the result of the experience is that in order to make a success of removals, personal supervision must be given and those in charge must expect to sacrifice their own time if results are to be accomplished.

"DSInc." with Bush

Distribution Service, Inc., announces the removal of its New York City office, managed by J. G. Temple, a vice-president, from 39 Pearl Street to 100 Broad Street.

One hundred Broad Street is the office address of the Bust Terminal Co., a "DSInc." member.

Motor Freight Warehouse

The Hoover Motor Express Co. and the West Tennessee Motor Express have opened a warehouse and motor freight terminal at 1129-1131 Chestnut Street, Chattanooga, with G. L. Duckworth as local manager. The lines maintain overnight service to Atlanta and Memphis, with connections for St. Louis, Cincinnati, Louisville, Jacksonville, Greenville, Charlotte and other cities.

Bond-Chadwell Expands

The Bond-Chadwell Co., Nashville, has leased the River Terminal Warehouse at the foot of Broad Street and will operate it as a general freight depot. The building has facilities for river, rail and truck transportation.

New Incorporations as Announced Within the Storage Industry

(Concluded from page 57)

Louisiana

Shreveport—Pelican Warehouse & Transportation Co. Storage warehousing and motor freight service. Capital not stated. Principal incorporator, Paul Sippel, 438 Forest Street.

Massachusetts

Boston—Hartford Despatch Co. Capital, 10 shares of no par value stock. President, Edward C. Mooney, president of the Hartford Despatch & Warehouse Co., Inc., Hartford, Conn. Treasurer, John E. Crowley, 534 Commonwealth Avenue, Newton, Mass.

Everett—U. Save Refrigerating Corporation of America. Cold storage warehouse and refrigerating plant. Capital, 100 shares of no par value stock. President and treasurer, Ernest G. Hodgkins, Newton, Mass.

Michigan

Detroit—Trans - American Freight Lines, Inc., 3599 Gratiot Avenue. Capital, \$25,000. Incorporators, Raymond J. Thomas and Robert S. Gotfredson.

Missouri

St. Louis—Central States Motor Freight, Inc. Capital, \$20,000. Principal incorporator, F. P. Shofstall, 108 Cherry Street, Kansas City, Mo.

New York

Buffalo—Magnus Beck Cold Storage. Cold storage warehouse and transfer. Capital, \$100,000.

New York City—Big Seven Storage and Transfer Co. Representative, C. T. Ruderschausen, 1133 Broadway.

New York City—Continental Motor Freight Lines, Inc. Capital, \$10,000. Principal incorporator, Charles Rothenberg, 915 Eastern Parkway, Brooklyn.

New York City—Seaboard Freight Lines, Inc. Capital, 200 shares of no par value common stock.

Ohio

Cincinnati—Besl Transfer Co. Capital, 250 shares of no par value stock. Incorporators, C. Besl and Edward Besl.

Reading—Green Transfer, Inc. Capital, \$2,500. Incorporators, Vernon G. Bayes, Edwin K. Levi and Helen Burke.

Oklahoma

Oklahoma City—Globe Storage and Transfer Co. Capital, \$5,000. Incorporators, M. R. Rushing, E. P. Winfield and F. L. Evans.

Pennsylvania

Philadelphia—National Transfer (organized), 812 Callowhill Street. George W. Leffler heads the interests.

Philadelphia—Philadelphia Transfer Co. (organized), Delaware Avenue and Walnut Street. Harry Irwin, Lansdowne, Pa., heads the interests.

Rhode Island

Providence—Consolidated Motor Lines, Inc., Hartford, Conn., has filed notice of organization to operate in Rhode Island.

Bekins Purchases Hollywood Storage in Hollywood, Cal.

THE California Railroad Commission on Feb. 15 approved a joint application by the Hollywood Storage Co., Inc., Hollywood, Cal., and the Bekins Van & Storage Co., operating warehouses in various California cities, for authority for the Bekins organization to purchase certain real and personal property, including warehouse and public utility rights, of the Hollywood firm.

The application named \$385,000 as the purchase price. The property transferred includes the Hollywood's fourteen-story reinforced concrete warehouse, containing 158,290 square feet, at 1025 North Highland Avenue, Hollywood; a one-story structure for loading and unloading; a one-story garage; and warehouse, truck, packing and garage equipment. The commission's ruling permits also lease to the Bekins company of all of the Hollywood's public utility operative rights.

The Hollywood's building is architecturally one of the most magnificent household goods depositories in the country. It was erected about ten years ago. The company, established in 1915, has been a member of the American, National and Canadian associations and of the California Van & Storage Co. and the Los Angeles Warehousemen's Association. Its manager is B. W. Selby. Mrs. Myda L. Shattuck, now with the Manhattan Storage & Warehouse Co., New York, was once the Hollywood's manager.

Tooker Co. Expands

The Tooker Storage & Forwarding Co., Chicago, has enlarged its warehouse facilities by taking over under lease the five-story and basement building, 400 by 100 feet, at 417-427 West Ohio Street. The structure is served by the Chicago, Milwaukee, St. Paul & Pacific Railroad.

The Tooker firm has announced that Albert Peterson, for many years identified with merchandise warehousing in Chicago, has been appointed general superintendent of the company's Chicago division. Mr. Peterson was at one time manager of the old Terminal Railway & Warehouse Co., Chicago.

Omaha Blaze

Fire damaged merchandise in the warehouse of the Nebraska Storage Co. at 1108-1112 Nicholas Street, Omaha, on the night of Feb. 3. Two firemen were injured while fighting the flames in near-zero weather. The damage was estimated at \$75,000, caused largely by water and smoke.

Construction Developments, Purchases, Etc.

(Concluded from page 57)

Ohio

Coshocton—George Tufford, formerly with the City Transfer Co., has organized the Tufford Transfer Co., with offices at 321 West Canal Street.

Dayton—Terminal Cold Storage & Ice Co. has awarded a contract for a \$40,000 3-story and basement addition, 60 by 85 feet.

Oklahoma

Enid—General Warehousing Co., recently organized as an interest of the General Development & Shares Corporation, is planning erection of a \$300,000 5-story and basement warehouse, 140 by 260 feet.

Pennsylvania

Allentown—Lehigh Valley Transportation Co. has applied for permission to operate a motor freight line to Philadelphia by way of Bethlehem, Easton, Nazareth and other points.

Harrisburg—Central Storage & Transfer Co. has applied for permission to carry unlimited freight on a motor truck line to York, Pa.

Philadelphia—American Ice Co. has filed plans for a \$45,000 cold storage warehouse and ice plant.

Philadelphia—Lincoln Storage Co. is planning an addition to its warehouse at 38th Street and Powelton Avenue.

Philadelphia—Reading Co., Reading Terminal, has awarded a contract for a \$50,000 warehouse and freight station in Germantown.

Texas

El Paso—Atchison, Topeka & Santa Fe Railway Co. is replacing its warehouse and freight terminal with a new structure costing \$150,000.

Sherman—Independent Ice Co., recently organized, is planning erection of a \$25,000 1-story cold storage warehouse and ice plant.

Wisconsin

Marshfield—Central Cheese & Cold Storage Co. is considering construction of a 1-story cold storage and truck terminal.

Foster Re-elected

The stockholders of the Fireproof Storage Co., Lansing, Mich., at their annual meeting on Feb. 16 re-elected W. S. Foster president. G. E. Smith was chosen vice-president, and H. H. Hardy was re-elected secretary-treasurer and manager. Mr. Hardy is secretary of the Michigan Furniture Warehousemen's Association.

Directors chosen include the officers and D. E. Bates and C. W. Foster.

In his report as secretary Mr. Hardy told the stockholders that while the volume of business was somewhat less in 1931 than in 1930, some commodities showed an increase, and he believed all commodities would be increased in 1932.

Carriers Plan to Lower Freight Rates on Citrus

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

SEVERAL railroads in an effort to meet competition by unregulated motor trucks have notified the Interstate Commerce Commission that they intend to put into effect reductions on freight rates amounting to about 18 per cent on citrus fruits shipped from the principal producing points in Florida to destinations in New York, Virginia, Maryland, Massachusetts, New Jersey, Delaware, Pennsylvania and the District of Columbia.

In notifying the Commission the carriers stated it would become effective on Feb. 22, but the proposed rates are of course open to protest and suspension. In the event a protest is filed, the new schedule would undoubtedly be suspended by the Commission until a hearing on the protest could be held.

It is the present plan of the railroads to suspend the new proposed rates on June 15, 1932, unless the experience prompts the railroads to issue a new schedule of tariffs extending the time limit.

In "sixth-section" applications to the Commission the carriers said that the so-called "itinerant" and non-regulated trucks were making serious inroads into the revenues normally derived from the transportation of the fruit. This competition, they contended, had had the effect of depressing the prices at many market points, with disastrous results to railroads and shippers.

The Commission was informed that the trucks carried the traffic at rates below those that could be charged by the railroads on an economic basis.

Some time ago the Commission issued an order permitting the railroads to make a 25 per cent reduction in freight rates on citrus from Florida to points in the Southwest, on less than the regular statutory notice of thirty days. The Commission refused, however, to allow the railroads to reduce the rates to the cities in the Northeast on short notice.

—Robert C. McClellan.

Honolulu Firm Presents 12 "No-Accident" Awards

The city Transfer Company, Ltd., the only commercial vehicle-operating firm in Honolulu that is a member of the National Safety Co., presented "no-accident driver awards" to twelve of its drivers at a dinner in Honolulu on Feb. 6. The awards were the first of their kind in the Hawaiian city. The dinner marked the close of one year during which no City Transfer Company vehicle was involved in an accident which resulted in a loss of life or property. The families of the twelve drivers were guests at the dinner, and the awards were made by H. J. Ancill, the first president.

The city organization joined the National Safety Council in June, 1931. It

endeavors to instruct its employees in accident prevention and safety methods, according to Kenneth E. Young, traffic manager, and hopes as a result to reduce further its small number of mishaps.

Phoenix Company Links Trucks with Railroads

The Chamber Transfer & Storage Co., Phoenix, Ariz., has been named Phoenix agent of the Consolidated Shippers, Inc., which has established a coordinated rail and motor truck service between Phoenix and Los Angeles.

The railroads will make the long hauls and trucks will act as feeders at either end, those of the Chamber firm distributing for 150 miles outside of Phoenix and Tucson.

Warehousemen on a Chamber Committee

Warehouse executives in Philadelphia have been designated members of a highway advisory group of a transportation committee created by the Philadelphia Chamber of Commerce. They include J. Wallace Fager, of the Miller North Broad Storage Co., as the committee temporary secretary; Buell G. Miller, president of the North Broad company and a director of the National Furniture Warehousemen's Association; and Milton C. Harrison, of the J. W. Walker Storage Warehousing Co., Inc.

The highway representatives on the transportation committee include James M. Naye, president of the National Team & Motor Truck Owners' Association.

"Home Service" Department

The Fireproof Warehouse & Storage Co., Columbia, has created a new branch known as "home service department," designed to acquaint the public with the complete service which the firm offers and to furnish estimates on packing, mothproofing, storing, and local and long distance moving.

Harry R. Lundberg, a former newspaper man recently engaged in the investment security business, has been appointed manager of the new division.

Conneaut Blaze

Part of the warehouse operated by the Haefner Moving & Storage Co., Conneaut, Ohio, was wrecked by fire on Jan. 21. A moving van and stored furniture were destroyed. The loss was estimated at \$27,000.

New Firm in Newark

The Public Warehouse Corp. has been organized in Newark, N. J., by William E. Ahrens and Thomas J. Crawford of New York City and John R. Hawthorne of Flushing, N. Y. The authorized capitalization of \$25,000.

Cold Storage Holdings Less in Pennsylvania

Reports on cold storage holdings of food products in Pennsylvania do not show the same signs of over-production of most farm products as were evident a year or two ago. Less butter was being held in the 72 licensed cold storage warehouses at the beginning of 1932 than at the corresponding time of any other year on record. More than 5,496,000 pounds of butter was in storage on Dec. 31, 1929. The present amount is less than 1,500,000 pounds.

Twenty per cent fewer eggs in the shell are reported in storage compared with a year ago, and even the amount of broken eggs is showing a downward trend for the first time in many years.

Cold storage holdings of beef are the lowest on record, being much less than half the total reported a year ago. Mutton and veal fit into the same picture, with amounts 15 to 25 per cent under the 1931 figures. With a single exception, the fish holdings set a new low mark.

Poultry and pork are the only two items to show pronounced increases. Not since reports were first received, in 1915, was more poultry in storage, as of the Dec. 31 date, than in 1931. Pork is also the highest on record with a single exception.

New Indiana Firm

Articles of incorporation for the Uptown Storage & Transfer Co., Inc., Richmond, Ind., have been filed in Indianapolis by John G. Harrington, J. R. Harrington and Cecil Hilling.

The new firm will occupy the J. H. Harrington, Sr., building on North Eighth Street and will be operated by Mr. Hilling, who is in the hauling business. Both household goods and merchandise will be stored.

Bullock Opens Plant

The Bullock Transfer & Storage Co., Atlanta, has placed in operation its new three-story household goods depository at 227 Walton Street, at Marietta Street. The building contains 25,000 square feet of floor space and has individual storage rooms.

Johnson Sells Interest in One Fort Worth Firm

W. A. Johnson has disposed of his interest in the Johnson Warehouse Co., Inc., Fort Worth, effective Feb. 15. R. R. Wilson has succeeded Mr. Johnson as president of the firm, which will continue operating the merchandise and household goods storage business at 255-261 West 15th Street.

Mr. Johnson will devote his entire time to the Johnson Storage & Distributing Co. and the Johnson Motor Freight Line, at 260 West 15th Street, of which he is the owner.

WHERE TO BUY

Every warehouseman is interested in the new products offered for use in his business and warehousemen may look to this department to bring before them all things that are made for special or general use in the industry.

The manufacturers of every product contained in this department are making a direct and honest appeal to you

for your attention. We, the publishers, recommend them and what they make to you.

We would appreciate your remembering to mention **DISTRIBUTION AND WAREHOUSING** in writing to them because it is through this co-operation that we can better serve you individually and the industry at large.

ALARMS, FIRE

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
Ludlow Automatic Fire Alarm Co.; 128 E. Sixth St., Cincinnati, Ohio.

BASKETS, WAREHOUSE (See Boxes, Moving)

BODIES, VANS

Arlo & Rossmann Metal Body Corp.; 426 De Witt Ave., Brooklyn, N. Y.
Albert, John; 116-122 Sixth Ave., Long Island City, N. Y.
American Car & Foundry Co.; 30 Church St., New York, N. Y.
Bender Body Company; 6409 Barberton, Cleveland, Ohio.
Burch Body Co.; Rockford, Mich.
Caley & Nash, Inc.; 1828 East Ave., Rochester, N. Y.
Clayson-Lorenz Co.; 4048 West Chicago Ave., Chicago, Ill.
Cook Wagon Wks., Inc.; 51 A. E.; 77 E. North St., Buffalo, N. Y.
Delphi Wagon Wks.; 313-25 So. Washington St., Delphi, Indiana.
De Rosa Co., Inc.; Frank; Fowler, Van Nest and Bogart Ave., New York, N. Y.
Donigan & Nielson, 743-747 Third Ave., Brooklyn, N. Y.
Ever-Ready Van Body Corp.; 1429 Metropolitan Ave., Brooklyn, N. Y.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Gerstelnager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Co.; 120 So. La Salle St., Chicago, Ill.
Hulet Top & Body Co.; 576 Garfield, Detroit, Mich.
Kneuer & Sons, Inc.; M. J.; 126 Van Buren St., Newark, N. J.
Lyons & Co., Hugh; Lansing, Mich.
Maday, M.; 1786 Genesee St., Buffalo, N. Y.
Martin Steel Products Co.; Mansfield, Ohio.
Met-L-Wood Corp.; 8722 W. 65th St., Chicago, Ill.
Metzger & Sons Co., J.; 158-164 E. Grand Ave., Chicago, Ill.
Millsapugh & Irish Corp.; 1450 E. 19th St., Indianapolis, Ind.
Monday, A. J.; 321 Fourth, Milwaukee, Wis.
Niagara Body Company; Buffalo, N. Y.
Proctor-Keefe Company; 7741 Dix Ave., Detroit, Mich.
Schaefer Wagon Co.; Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Scholl & Son, Anton; 350 Flushing Ave., Brooklyn, N. Y.
Shaver Carriage & Auto Co.; Des Moines, Iowa.

Donigan and Nielson Van Bodies

STANDARD AND DE LUXE MODELS

All Wood Panels—Do Not Split
Durable—Outlasts Two and Three Chassis

Regarded by the warehouse and moving industry as standard since 1875.

Light weight, giving you extra load weight. Ask for prices.



Donigan & Nielson, Inc. 743-747 Third Ave., Brooklyn, N. Y.

33%
lighter,
20%
stronger.

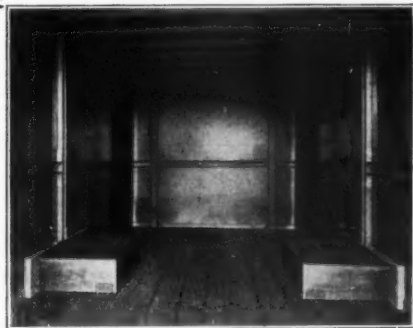
A new
van body
paneled
with

PLYMETL. Write us for complete details.

Haskelite Manufacturing Corporation

120 South La Salle St.

Chicago, Ill.



Shop of Slebert; 614-16-18 Southard Ave., Toledo, Ohio.
Tackens Bros.; 1015 Harrison St., Flint, Mich.
Whitfield & Sons, Penn Yan, N. Y.
Wiedman Body Co., Geo.; North Tonawanda, N. Y.
Woelcher Car & Mfg. Co.; 1346 Eleventh St., Denver, Colo.

BOXES, MOVING

Acme Basket Mfg. Co.; 418 No. Franklin St., Baltimore, Md.
Anderson Box & Basket Co.; Audubon District, Henderson, Ky.
Backus, Jr., & Son, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.
Ballou & Son, M. E.; 30 River St., Becket, Mass.
Bryant, John T.; Springfield, Ohio.
Day Basket Works, E. T. B.; Northeast, Md.
Diamond State Fibre Co.; East Bridgeport, Pa.
Eastern States Package Co., Inc.; Penn Yan, N. Y.
Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.
National Vulcanized Fibre Co.; East Wilmington, Del.
Philadelphia Paper Mfg. Co.; Nixon & Fountain Sts., Philadelphia, Pa.
Portland Basket & Handle Co.; 1321 Macadam St., Portland, Ore.

BOX STRAPPING (MACHINES AND SUPPLIES)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland, Ohio.
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.
Griplock, Inc.; 19 West 44th St., New York City.
Harvey Spring & Forging Co.; Racine, Wis.
Robertson Steel & Iron Co., W. F.; Elm & Second Sts., Cincinnati, Ohio.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)
United Vacuum Appliance Corp.; Dept. I-1, Twelfth St. and Columbus Ave.,
Connersville, Ind. (Beater)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

CASES, SHIPPING

Backus, Jr., & Sons, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.
 Bird & Son, Inc.; Mill St., E. Walpole, Mass.
 General Box Co.; 600 No. Dearborn St., Chicago, Ill.
 Hummel & Downing; Milwaukee, Wis.
 Interstate Corrugated Box Co., Inc.; Front, Main, Water & Washington Sts., Brooklyn, N. Y. (Corrugated)
 King Shipping Case Corp.; 376 W. Water St., Syracuse, N. Y.
 Lewis Co., G. B.; Watertown, Wis.
 Wisconsin Box Co.; Wausau, Wis.

CASTERS, TRUCK

Adams Co.; Dubuque, Iowa.
 American Caster Co.; 330 Washington St., Hamilton, Ohio.
 American Foundry & Mfg. Co.; 11th & Hebert Sts., St. Louis, Mo.
 Bond Foundry & Mfg. Co.; Mannheim, Lancaster County, Pa.
 Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.
 Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
 Colson Co.; Elyria, Ohio.
 Divine Bros.; 102 Whitesboro St., Utica, N. Y.
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Faultless Caster Co.; 1521 No. Garvin St., Evansville, Ind.
 Fleming Co., F. A.; 9703 Baltic Rd., Cleveland, Ohio.
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
 Greenan Mfg. Co.; 1280 17th St., Detroit, Mich.
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
 (See advertisement elsewhere in this issue.)
 Hyatt Roller Bearing Co.; Newark, N. J.
 Jarvis & Jarvis; 200 So. Main St., Palmer, Mass.
 Keystone Forging Co.; Northumberland, Pa.
 Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill.
 Lansing Co.; 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Market Forge Co.; Garney St., Everett, Mass.
 Menasha Wood Split Pulley Co.; Menasha, Wis.
 Mullins Body Corp.; 1017 Mill St., Salem, Ohio.
 New Britain Mfg. Co.; 140 Chestnut St., New Britain, Conn.
 Nice Ball Bearing Co.; 2925 Hunting Park Ave.; Nicetown, Philadelphia, Pa.
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Payson Mfg. Co.; 2920 W. Jackson Blvd., Chicago, Ill.
 Phoenix Caster Co.; South State St., Indianapolis, Ind.
 Saginaw Stamping & Tool Co.; Saginaw, Mich.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State & Bates Sts., Indianapolis, Ind.
 Wolverine Caster Co.; Traverse City, Mich.

CONVEYORS

Allis-Chalmers Mfg. Co.; Milwaukee, Wis.
 Alvey-Ferguson Co.; 75 Blaney Ave., Cincinnati, Ohio. (Gravity)
 Alvey Machy. Co.; 3200 So. Broadway, St. Louis, Mo. (Portable, Power and Gravity)
 Bailey Burruss Co.; Atlanta, Ga.
 Bartlett Co., Hayward; Scott & McHenry Sts., Baltimore, Md.
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and Gravity)
 Brown Holsting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
 Caldwell & Son, H. W.; 17th & Western Ave., Chicago, Ill.
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.
 Chicago Automatic Conveyor Co.; 55th Ave. & 19th St., Cicero, Ill.
 Clark Tractor Co.; Battle Creek, Mich.
 Dodge Mfg. Corp.; Mishawaka, Ind.
 Freeman-Riff Co.; Terre Haute, Ind.
 General Conveyor & Mfg. Co.; 8601 Salena St., St. Louis, Mo. (Gravity and Power)
 Gifford-Wood Co.; 60 Second Hill, Hudson, N. Y. (Portable)
 Griffin Lumber Co.; Hudson Falls, N. Y. (Gravity)
 Haiss Mfg. Co., Geo.; 144th St. & Park Ave., New York, N. Y. (Portable)
 Haslett Chute & Conveyor Co.; Oaks, Pa. (Gravity)
 Howe Chain Co.; 230 East Clay Ave., Muskegon, Mich.
 Hunt Co., Inc., C. W.; Brighton, Staten Island, N. Y. (Gravity)
 Jeffrey Mfg. Co.; 989 No. 4th St., Columbus, Ohio.
 Kiefer Machine Co., Karl; 919 Martin St., Cincinnati, Ohio. (Gravity)
 Lamson Co.; Syracuse, N. Y. (Portable and Gravity)
 Link-Belt Co.; 800 W. Pershing Rd., Chicago, Ill. (Portable and Gravity)
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, Power and Gravity)
 London Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 McKlincy-Harrington Conveyor Co.; North Chicago, Ill. (Portable)
 Meyer Mfg. Co., Geo. J.; 576 Clinton St., Milwaukee, Wis. (Gravity)
 Montgomery Elevator Co.; Moline, Ill.
 Ogden Iron Works; Ogden, Utah.
 Otis Elevator Co.; 28th St. & 11th Ave., New York, N. Y. (Gravity)
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)
 Proctor & Schwartz, Inc.; 700 Tabor Rd., Philadelphia, Pa.
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Russell Wheel & Foundry Co.; Detroit, Mich.
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, Power and Gravity)
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.
 Webster Mfg. Co.; 1856 No. Kostner Ave., Chicago, Ill. (Gravity and Portable)

COVERS, AUTOMOBILE DUST

Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.

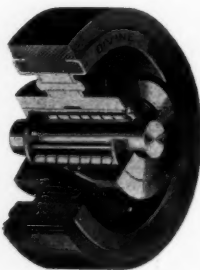
COVERS, PAPER FURNITURE

Pilcher-Hamilton Daily Co.; 349 West Ontario, Chicago, Ill.
 (See advertisement elsewhere in this issue)

CORDAGE, FLAT

Clark Bros. Mfg. Co.; 34 N. Front St., Philadelphia, Pa.
 Pilcher-Hamilton Daily Co.; 349 West Ontario, Chicago, Ill.
 (See advertisement elsewhere in this issue.)

The TONWATE



The Caster That Carries the Weight of Tons

Great strength without great weight in a caster means easier handling of trucks and dollies. No king bolt to break or bend. Drop-forged wheels of the Divine Canvas Cushion Wheel, Hyatt Roller Bearings.

Sizes range from 3" to 10" diam. Costs no more than an ordinary caster—why be without TonWates?

Divine Brothers Co.
 102 Whitesboro St.

Utica New York

CLOCKS, TIME AND WATCHMAN'S

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
 American Watchmen's Clock Co.; 150 Nassau St., New York, N. Y.
 American Watchmen's Time Detector Co.; 17 East 42nd St., New York, N. Y.
 Automatic Time Stamp Co.; 164 Congress St., Boston, Mass.
 Cincinnati Time Recorder Co.; 1733 Central Ave., Cincinnati, Ohio.
 Detex Watch Clock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill.
 Gisholt Machine Co.; Madison, Wis.
 Howard Clock Co., E.; 210 Eustis St., Boston, Mass.
 Imhauser Co., E.; 212 Broadway, New York, N. Y.
 International Business Machines Corp.; 270 Broadway, New York, N. Y.
 Monitor Time Clock Co.; 932 E. Willow St., Syracuse, N. Y.
 Silberberg, Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
 Standard Register Co.; 107 Campbell St., Dayton, Ohio.
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill.
 Thompson Time Stamp Co., Inc.; 240 W. 23rd St., New York, N. Y.
 Time Register Repair & Supply Co.; Canastota, N. Y.
 Warren Clock Co.; Homer Ave., Ashland, Mass.

BULL DOG
FLAT CORDAGE

For Securing and Protecting Furniture in Transit

Put up in 84-ft. rolls

	Width	Approx. Wt. per roll	Price per roll
No. 1 Regular	3"	3 lbs.	\$2.15
No. 2 Heavy	3"	4½ lbs.	3.30

F. O. B. Philadelphia

Strong and durable.

Ties and unties easily.

Will not burn or scratch the finish.

Prevents damage and pays for itself.

Order a Roll Today. No. 1 is the popular size.

"Best in the Long Run"

Manufactured and distributed solely by

Clark Bros. Mfg. Co.

INCORPORATED

34 North Front St.

Philadelphia, Pa.

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Astrup Co.; 2037 W. 25th St., Cleveland, Ohio.
 Atlanta Tent & Awning Co.; Atlanta, Ga.
 Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Brooke Tarpaulin Co.; 429 Celeste St., New Orleans, La.
 Buckeye Tent & Awning Mfg. Co.; 264 Spruce St., Columbus, Ohio.
 Carnie-Gouldie Mfg. Co.; 26th & Penn., Kansas City, Mo.
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
 Channon Co., H.; 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co.; Waco, Texas.
 Couch Bros. Mfg. Co.; Atlanta, Ga.
 Dafee Eustice Co.; 4042 W. Jefferson Ave., Detroit, Mich.
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Ehrlick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.
Fulton Bag & Cotton Mills; Atlanta, Ga.
(See advertisement elsewhere in this issue.)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Heath & Son, E. F.; 225 Warren St., Newark, N. J.
 Hettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.
 Hoegge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.
 Jacksonville Tent & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.
 Landers Bros. Co.; 837 Buckingham St., Toledo, Ohio.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New York Drop Cloth Co.; 150 Greene St., New York, N. Y.
 North American Iron Works; 116-136—57th St., Brooklyn, N. Y.
 Pittsburgh Waterproof Co.; 435 Liberty Ave., Pittsburgh, Pa.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.
 Swanfeldt; 501 N. Figueroa Blvd., Los Angeles, Cal.
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
 Upon-Walton Co.; 1245 W. 11th St., Cleveland, Ohio.
 Valley Mills, LaGrange, Ga.
 Wenzel Tent & Duck Co., Herman; 1030 Paul St., St. Louis, Mo.
 Wheeling Tent & Awning Co.; Wheeling, W. Va.
 Wyandotte Awning & Tent Co.; Kansas City, Kan.

DOORS, COLD STORAGE

Bern Co., H. A.; 208 N. Wabash Ave., Chicago, Ill.
 Ehrlich & Sons Mfg. Co., H.; St. Joseph, Mo.
 Gillen-Cole Co.; 66 N. Front St., Portland, Ore.
 Gloekler-Bernard; 1027 Penn Ave., Pittsburgh, Pa.
 Jamison Cold Storage Door Co.; P. O. Box 26, Hagerstown, Md.
 Jones Cold Storage Door Co.; Hagerstown, Md.
 Matot, Duffy A.; 1537 Montana St., Chicago, Ill.
 National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo.
 Schmidt Co., C.; John & Livingston Sts., Cincinnati, Ohio.
 Stevens Co., Ben A.; Toledo, Ohio.
 Union Fibre Co., Inc.; North End Mechanic St., Winona, Minn.
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.
 Ward Refrig. & Mfg. Co.; 6801 So. Alameda St., Los Angeles, Cal.
 York Ice Mchry. Corp.; 234 Ninth St., San Francisco, Cal.

DOORS, ELEVATOR

Art Metal Construction Co., Jamestown, N. Y.
 Cincinnati Mfg. Co.; 1850 Gest St., Cincinnati, Ohio.
 Cornell Iron Works, 77 Marion St., Long Island City, N. Y.
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.
 Kinneer Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.
 Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Richmond Fpf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.
Security Fire Door Co.; 3044 Lambda Ave., St. Louis, Mo.
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourn & Ashland Aves., Chicago, Ill.
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y.
 Wilson Corp., J. G.; 9 East 38th St., New York, N. Y.

DOORS, FIRE

Atlas Fireproof Door Co.; 247 Calver St., Brooklyn, N. Y.
 Bopert & Carlucho Co.; Washington Ave., Paterson, N. J.
 California Fpf. Door Co.; 1919 E. 51st St., Los Angeles, Cal.
 Cornell Iron Works, 77 Marion St., Long Island City, N. Y.
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.
 Harris-Freble Door Co.; 228 N. LaSalle St., Chicago, Ill.
 Kinneer Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.
 Lee & Son Co., Thomas; 130 W. Second St., Cincinnati, Ohio.
 Merchant & Evans Co.; Philadelphia, Pa.
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y.
 Ogden Co., J. Edward; 147 Cedar St., New York, N. Y.
 Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.
 Penn. Seaboard Steel Corp.; 1417 Sansom St., Philadelphia, Pa.
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

SECO Elevator Doors

No matter what your freight elevator door requirements are, there is a SECO Uni-motored door that will do the job. Send for catalog.

SECURITY FIRE DOOR CO.

3044 Lambda Ave., ST. LOUIS

Offices in New York . . . Boston . . . Philadelphia . . . Chicago . . .
 San Francisco . . . Los Angeles . . . Detroit and other Principal Cities

SECURITY UNI-MOTORED FREIGHT ELEVATOR DOORS



VULCAN "ALL-STEEL" FIRE DOORS

Universally Used
 in All Modern
 Fireproof
 Warehouses
 Approved by
 Underwriters
 Details and Prices
 on Request.

VULCAN RAIL & CONSTRUCTION CO.
 Grand St. and Garrison Ave., Maspeth, N. Y.

Richmond Fireproof Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.
Security Fire Door Co.; 3044 Lambda Ave., St. Louis, Mo.
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourn and Ashland Aves., Chicago, Ill.
 Truscen Steel Co.; Youngstown, Ohio.
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.
Vulcan Rail & Con. Co.; Grand St. & Garrison Ave., Maspeth, N. Y.
 Wilson Corp., J. G.; 9 E. 38th St., New York, N. Y.

ELEVATORS

Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio. (Freight.)
 Montgomery Elevator Co.; Moline Ill. (Passenger and Freight.)
 Otis Elevator Co.; 11th Ave. & 26th St., New York, N. Y.
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Passenger and Freight.)
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and Freight.)

ELEVATORS, PORTABLE

Alvey Mchry. Co.; 3200 So. Broadway, St. Louis, Mo.
 Barrett-Gravens Co.; 3284 W. 30th St., Chicago, Ill.
 Caldwell & Son Co., H. W.; 17th & Western Ave., Chicago, Ill.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo.
 Jeffrey Mfg. Co.; 989 No. Fourth St., Columbus, Ohio.
 Koenig & Co., Edward L.; 589 1/2 W. Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Revalvator Co.; 393 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1000-1020 No. Halsted St., Chicago, Ill.
 Little Rock Excelsior & Wrapper Mfg. Co.; Box 146, No. Little Rock, Ark.
 Phillips Excelsior Co.; Chattanooga, Tenn.

EXTINGUISHERS, FIRE

American-La France and Foamite Corp.; 100 East La France St., Elmira, N. Y.
 Automatic Fire Sprinkler Co.; 17 W. 37th St., New York, N. Y.
 Barnes, Henry K.; 234 Devonshire St., Boston, Mass.
 Boyer Fire Apparatus Co.; Logansport, Ind.
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.
 Callahan Co., C.; 297 Congress St., Boston, Mass.

EXTINGUISHERS, FIRE (Continued)

Elkhart Brass Mfg. Co.; 1302 West Beardsley Ave., Elkhart, Ind.
 Esty Sprinkler Co.; Laconia, N. H.
 Fyr-Fyter Co.; 1691 Fyr-Fyter Bldg., Dayton, Ohio.
 Gilbert & Sons, A.; 4015 Forest Park Bldg., St. Louis, Mo.
 Gorham Fire Apparatus Co.; 206 Drumm St., San Francisco, Cal.
 Knight & Thomas, Inc.; 212 Summer St., Boston, Mass.
 Neptune Mfg. Co.; Box No. 669, Masetown, Pa.
 New Process Roofing & Sy. Co.; Dallas, Texas.
 Northern Pump Co.; 920 18th Ave., N. E., Minneapolis, Minn.
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
 Robinson Fire App. Mfg. Co.; 4268 N. 20th St., St. Louis, Mo.
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.
 Severin Tire & Sy. Co.; 714-16 No. Broadway, Oklahoma City, Okla.
 Simmons Co., John; 110 Centre St., New York, N. Y.
 Solway Sales Corp.; 61 Broadway, New York, N. Y.
 Stempel Fire Extinguisher Mfg. Co.; 20th & Ferry Sts., St. Louis, Mo.

FLOORS, RESURFACING MATERIAL

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.
 Stonhard Co.; Room 219, 800 No. Delaware Ave., Philadelphia, Pa.

FREIGHT FORWARDERS, GENERAL

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

SPECIAL REDUCED FREIGHT RATES

With Private Through Car Loadings to and from the Far West and Pacific Coast

HOUSEHOLD GOODS and AUTOMOBILES

An Efficient Service Based on Years of Knowledge and Experience

BEST FACILITIES FOR CARLOAD DISTRIBUTION

Domestic and
Foreign Shippers,
Forwarders and
Distributors



Foreign and
Domestic Lift Van
Service for Home-
hold Goods

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Incorporated

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117 Liberty St.

CHICAGO, ILL.
195 W. Adams St.

Philadelphia, San Francisco,
Oakland, Seattle, Portland

Boston, Mass.
93 Huntington Ave.
LOS ANGELES, CAL.
316 Commercial St.

FUMIGATING EQUIPMENT

Calcyanide Co.; 60 East 42nd St., New York, N. Y.
 Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.

(See advertisement elsewhere in this issue.)
 Haskelite Mfg. Corp.; 120 So. La Salle St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)

HAND TRUCKS

Aeromotor Co.; 2500 W. Roosevelt Rd., Chicago, Ill. (Stevadore, All Steel)
 American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All Steel, Stevadore)
 Anderson Box & Basket Co.; Audubon District, Henderson, Ky. (Platform)
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill. (Lift, Stevadore & Platform)
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio. (Lift)
 Clark Co., Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, Platform & Stevadore)
 Clark Tractor Co.; Battle Creek, Mich.
 Cleveland Wire Spring Co.; 1283 E. 38th St., N.E., Cleveland, Ohio (Stevadore)
 Colson Co.; Elyria, Ohio.
 Diamond State Fibre Co.; East Bridgeport, Pa. (Lift)
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform & Stevadore)
 Excelsior Pliumtruck Co.; Woodland Ave., Stamford, Conn. (Lift, Platform & Stevadore)
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y. (Lift, Platform & Stevadore)
 (See advertisement elsewhere in this issue.)
 Fleming Co., F. A.; 9703 Baltic Road, Cleveland, Ohio.
 Francis Co., Chas. E.; Fifth Street, Rushville, Ind. (Platform)
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.
 Howe Scale Co.; Rutland, Vt.
 Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill. (Lift, Platform & Stevadore)
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform & Stevadore)
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift & Stevadore)
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift)
 McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevadore)
 Marlon Malleable Iron Works; Marion, Ind. (Dolly)
 Market Forge Co.; Garney St., Everett, Mass.
 Menasha Wood Split Pulley Co.; Menasha, Wis. (Lift & Stevadore)
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

**Cut Handling Costs**

GET lift truck service at hand truck cost with American Pressed Steel Hand Trucks and American Truk-Paks. A large Philadelphia Freight Transfer finds 45% to 50% savings in time and labor, through the use of this American Team. Other users report similar savings.

Built entirely of durable steel, American Trucks and Truk-Paks seldom, if ever, require repairs. Trucks are carefully balanced on Alemite-lubricated wheels for easy maneuverability, smooth, swift action. American Trucks and Truk-Paks are available through dealers everywhere. Ask to see them, or write concerning special money-back trial offer.

THE AMERICAN PULLEY CO.
4200 WISSAHICKON AVENUE, PHILADELPHIA, PA.

New Low Prices

Before ordering a warehouse truck it will pay you to get our new low prices. Write today for complete information.
 THE HAMILTON CASTER & MFG. CO., Hamilton, O.



Hamilton
CASTERS TRUCKS

Norman, Wm. A.; 180 No. Michigan Ave., Chicago, Ill.
 (See advertisement elsewhere in this issue)
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.
 (Platform & Stevadore)
 Orangeville Mfg. Co.; Orangeville, Pa.
 Revolver Co.; 396 Garfield Ave., Jersey City, N. J.
 Saginaw Stamping & Tool Co.; Saginaw, Mich.
 Self Lifting Piano Truck Co.; Findlay, Ohio.
 (See advertisement elsewhere in this issue.)
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 (Lift and Platform)
 Stretch & Bro., A.; 318 Eighth St., Oshkosh, Wis.
 Stuebing-Cowan Co.; 512 E. Court St., Cincinnati, Ohio. (Lift and Platform)
 Towley Mfg. Co., John T.; 1010 Evans St., Cincinnati, Ohio. (Lift and Platform)
 Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and Changeable Platform)
 Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State and Bates Sts., Indianapolis, Ind. (Platform)
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and Stevadore)
 West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.
 Western Wheelbarrow Mfg. Co.; So. Fort Smith, Ark. (Stevadore)
 Whitehurst Mfg. Corp., R. W.; Cooke & Smallwood Sts., Norfolk, Va. (Platform, Stevadore and Dolly)

HOISTS, CHAIN

Boston & Lockport Block Co.; 100 Conder St., East Boston, Mass.
 Chisholm-Moore Hoist Corp., Div. of Columbus McKinnon Chain Co.; 4000
 Lakeside Ave., Cleveland, Ohio.
 Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa.
 Green Co., Inc.; G. S.; 72 Warren St., New York, N. Y.
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.
 Hobbs Co.; Clinton E.; 3335 Pearl St., Boston, Mass.
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 Moore Co.; Franklin; Winsted, Conn.
 Morris, Inc. Herbert; 10 Lawrence Pl., Buffalo, N. Y.
 New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.
 Olsen Testing Machine Co.; Tinius; Philadelphia, Pa.
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.
 Roeper Crane & Hoist Works, Inc.; 1776 No. Tenth St., Reading, Pa.
 Seattle Chain & Mfg. Co.; 6921 E. Marginal Way, Seattle, Wash.
 Wright Mfg. Co.; 1918 Thomas St., Lisbon, Ohio.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

HOISTS, ELECTRIC

Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, Pa.
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.
 Hobbs Co.; Clinton E.; 3335 Pearl St., Boston, Mass.
 Loudon Machinery Co.; 1116 Broadway, Fairfield, Iowa.
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

INSECTICIDES

American Dynamid Co.; 535 Fifth Ave., New York, N. Y.
 Barrett Co.; 40 Rector St., New York, N. Y.
 Calcyanide Co.; 60 East 42nd St., New York, N. Y.
 Carbide & Carbon Chemicals Co.; Harrisville Road, Natural Bridge, N. Y.
 Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (gas)
 Cenol Co., Dept. M; 4250-56 N. Crawford Ave., Chicago, Ill.
 Chemical Supply Co.; 2450 Canal Road, Cleveland, Ohio.
 Clarkson Chemical Co.; 213 Main St., Williamsport, Pa.
 Electrolux, Inc.; 250 Park Ave., New York, N. Y.
 Enos Chemical Co.; 2387 Logan Blvd., Chicago, Ill.
 Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Girard Co., Inc.; Feliz; Fourth Ave. and Franklin, Minneapolis, Minn.
 B. F. Gottlieb Chemical Co.; 148 West 24th St., New York, N. Y.



KEEP MOTHS OUT the sure way

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company
 of New Jersey, Inc.
 A Subsidiary of The Koppers Co.
 Dept. W Belleville Turnpike
 Kearny, New Jersey
 Telephone: Kearny 3600

Secto GUARANTEED PRODUCTS

MOTH SECTO Kills All Forms of Moth Life

Kills moths and their larvae and destroys the eggs. Will not stain or injure the most delicate material. Especially recommended for spraying open storage, vans, rugs before rolling and storing, and upholstered furniture.

SECTO VAPOR CRYSTALS AND CAKES— Paradichlorbenzene

Packed in tins 5-200 pounds. Low Prices. 2-4 ounce cakes. Your label attached in quantity lots.

SECTO PRODUCTS COMPANY
 136 West 22nd Street, New York City

Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
 Guarantee Exterminating Co.; 11 West 42nd St., New York, N. Y.
 Hall Laboratories; 428 E. 85th St., Chicago, Ill.
 Idico Corp.; 461-79 Eighth Ave., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Plunkett Chemical Co.; 3500 So. Morgan St., Chicago, Ill.
 Potter Mfg. Co., Inc.; Dept. H 12 Henry St., Bloomfield, N. J.
 Secto Products Co.; 136 W. 22nd St., New York, N. Y.
 Standard Oil Co. of N. J.; 2 Park Ave., New York, N. Y.
 Tinsion Co. of Am.; 150 Nassau St., New York, N. Y.
 Wells, E. S.; Jersey City, N. J.
 West Disinfecting Co.; 16 Barn St., Long Island City, N. Y.
 White Tar Co.; Dept. W. Belleville Turnpike, Kearny, N. J.

PACKING MATERIAL, PAPER

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
 Kimberly Clark Co.; 208 S. La Salle St., Chicago, Ill.
 Pilcher-Hamilton-Daily Co.; 349 West Ontario, Chicago, Ill.
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibreboard)

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

FOXWRAP

THE IDEAL WRAPPING PAPER

FOXCO

PAPER FURNITURE COVERS

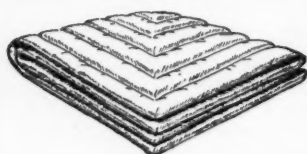
TWINES

VAN PADS

Pilcher-Hamilton-Daily Company
 349 West Ontario Chicago, Ill.
 GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.

PADS, FURNITURE CANVAS

American Excelsior Corp.; 1000 N. Halsted St., Chicago, Ill.
 Arbeit Co., S.; 119 McKibben St., Brooklyn, N. Y.
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.
 Wm. H. Breen; 219 Rutherford Ave., Charlestown, Mass.
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Ehrick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.
 Fulton Bag & Cotton Mills; Atlanta, Ga.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.
 Humphry's Sons, H. A.; 1020 Callowhill St., Philadelphia, Pa.
 Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.
 Louisville Bedding Co.; Louisville, Ky.
 Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.
 Maish Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.



IRON HORSE

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

ORDER NOW FOR ALL 1932

Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.
 200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.

Fulco *Quilt-edge* **FURNITURE PADS**

New, low prices on extra-quality pads easily identified by the brilliant quilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

36 x 62"	\$10.25
54 x 62"	14.25
80 x 62"	19.75

per dozen, F.O.B. Atlanta. 10% advance in less than 1 doz. lots. Terms 2% 10 or net 30 days, on approved credit.

Write for complete information on Furniture Pads, Tarpaulins and Burlaps.

Fulton Bag & Cotton Mills
 Manufacturers Since 1870

Atlanta St. Louis Dallas
 Minneapolis Brooklyn New Orleans Kansas City, Kan.

Universal Truck Pads

"The Pads with the good filling"

Covered with heavy brown drill, quilted with the new wavy line stitching, and filled with a one-piece layer of high grade comfort cotton which is *guaranteed not to separate unless actually torn.*

This feature means extra long wear and dependable service.

No. 2300, large size, cut 72 x 80—\$21.00 Doz.
 No. 2301, small size, cut 40 x 72—\$12.00 Doz.

The Clifford W.

MAISH BEDDING CO.

1501 Freeman Ave. Cincinnati, Ohio

Makers of the Universal Weather-Proof Padded Covers for Radio Cabinets, Washing Machines, Refrigerators, etc.

The Greatest Furniture Pad
Buy in History

America's Finest and Longest Wearing Pad



For March Only

DREADNAUGHT FURNITURE PADS

36" x 72" cut size @ \$10.50 per doz.

54" x 72" cut size @ 14.50 per doz.

72" x 80" cut size @ 18.00 per doz.

2%/10/30 days net on approved credit f.o.b. New Haven.

WE ALSO MANUFACTURE

Van Liner Pads, Piano Covers, Canvas Tarpaulins, Scotch Dundee Burlap, Radio Covers, Electric Refrigerator Covers and all kinds of Special Covers.

America's Largest Pad Manufacturers Since 1910

NEW HAVEN QUILT & PAD CO.

NEW HAVEN, CONN.

Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 Milvo Awning & Tent Works; 101 W. Liberty St., Rome, N. Y.
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
 New York Drop Cloth Co.; 150 Greene St., New York, N. Y.
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.
 Oshkosh Excelsior Co.; Oshkosh, Wis.
 Ottawa Cushion Co.; Rock Island, Ill.
 Royal Bedding Co.; 721-27 Cass Ave., St. Louis, Mo.
 Snelson Bros., Inc.; 59-65 Washington St., N., Boston, Mass.
 Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.
 Union Carpet Lining Co.; New London, Conn.
 Wagner Awning Co.; 2658 Scranton Rd., Cleveland, Ohio.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

PADS, FURNITURE EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 Altamont Mfg. Co.; Altamont, Ill.
 American Excelsior Corp.; 1000 N. Halsted St., Chicago, Ill.
 Atlantic Excelsior Co.; 615 West 39th St., New York, N. Y.
 Boston Excelsior Co.; 29th and 11th Avenue, New York, N. Y.
 Burkhardt Mfg. Co., F.; 4900 N. Second St., St. Louis, Mo.
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
 Gardner Pad Co.; Gardner, Mass.
 Indiana Excelsior Co.; Keystone & Belt, Indianapolis, Ind.
 Little Rock Excelsior & Wrapper Mfg. Co.; Box 148, No. Little Rock Ark.
 Orange Mfg. Co.; Elford, N. C.
 Phillips Excelsior Co.; Chattanooga, Tenn.
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
 Sheboygan Pad Co.; Sheboygan, Wis.
 Washington Excelsior & Mfg. Co.; Foot of Main St., Seattle, Wash.
 Webster Bros. Mfg. Co.; Mason City, Iowa

PARTITIONS, STEEL

Art Metal Construction Co.; Jamestown, N. Y.
 Cyclone Fence Co.; Box 517, Waukegan, Ill.
 Ebinger Sanitary Mfg. Co., D. A.; 180 Lucas St., Columbus, Ohio.
 Edwards Mfg Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
 Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
 Page Fence & Wire Prod. Assn.; Dept. Z, 215 N. Michigan Ave., Chicago, Ill.
 Phoenix Wire Works; Kirby Ave. and E. & G. T. R.R., Detroit, Mich.
 Sanymetal Prod. Co.; 1705 Urbana Rd., Cleveland, Ohio.
 Smith, F. P.; Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.
 Tyler Co., W. S.; 3621 Superior Ave., N. E. Cleveland, Ohio.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

PIANO COVERS

Astrup Co.; 2937 W. 25th St., Cleveland, Ohio.
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.
 Bauer, Frederick J.; 65 to 69 Fourth Ave., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Buckeye Tent, Awning & Mfg. Co.; 264 Spruce St., Columbus, Ohio.
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Donnelly Son & Putnam; 92 Sunnwick St., Long Island City, N. Y.
 Fulton Bag & Cotton Mills; Atlanta, Ga.
 (See advertisement elsewhere in this issue.)
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.
 Gotach Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Gettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.
 Holtzman, Henry, & Sons Co.; 2000 to 2082 E. Main St., Columbus, Ohio.
 Kennedy Co.; W. W.; 306 S. Wabash Ave., Chicago, Ill.
 Kimball Co.; Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
 (See advertisement elsewhere in this issue.)
 Self Lifting Piano Truck Co., Findlay, Ohio.
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Donnelly Son & Putnam; 92 Sunnwick St., Long Island City, N. Y.
 Fairbanks Co., Exec. Off.; 393 Lafayette St., New York, N. Y.
 Self-Lifting Piano Truck Co.; Findlay, Ohio.
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.

FAIRBANKS

Fig. T 1125

Piano Truck



An excellent truck of good, sturdy construction. Made of selected hardwood, with strong pressed-steel type ball bearing swivel casters. Can be equipped with plain iron, rubber tired or Divine canvas cushion wheels.

The FAIRBANKS Company

Boston

New York

Pittsburgh

Factory: Rome, Ga.

Distribution Everywhere

RACKS, STORAGE

Art Metal Construction Co.; Jamestown, N. Y.
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.
 Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
 De Luxe Metal Furniture Co.; 60 E. 42nd St., New York, N. Y.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.
 Irving Iron Works Co.; Dutchkill Creek & 3rd St., Long Island City, N. Y.
 Koenig & Co., Edward L.; 569 1/2 West Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.
 Lyon-Metal Products, Inc.; City Limits, Aurora, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Market Forge Co.; Garney St., Everett, Mass.
 Medart Mfg. Co., Fred; Pontiac & DeKalk Sts., St. Louis, Mo.
 Mills Co., The; 5320 St. Clair Ave., Cleveland, Ohio.
 New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.
 Perfection Metal Container; 3603 E. 82nd St., Cleveland, Ohio.
 Revolver Co.; 396 Garfield Ave., Jersey City, N. J.

RECORDERS, MOTOR TRUCK

Brown Spring Oiler Co.; 6913 Carnegie Ave., Cleveland, Ohio.
 Electric Tachometer Corp.; Broad and Spring Garden Sts., Philadelphia, Pa.
 Keuffel & Esser Co.; Hoboken, N. J.
 Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
 Service Recorder Co.; 458 Hanna Bldg., Cleveland, Ohio.
 Stewart-Warner Speedometer Corp.; Diversay Blvd., Chicago, Ill.
 U. S. Recording Instruments Corp.; 555 W. 57th St., New York, N. Y.
 Veeder Mfg. Co.; 54 Sargeant St., Hartford, Conn.

REFRIGERATOR TRUCKS

Self Lifting Piano Truck Co.; Findlay, Ohio

HIS NAME WILL NOT BE ON
 YOUR PAYROLL—yet
 he'll be working for you daily



MODERN X-70 REFRIGERATOR TRUCKS

Replace one man on deliveries, make heavy lifting easy and prevent damage to cabinets, floors, walls and woodwork. They work for you every day with one name less on the payroll.

All steel frame; light; 4 inch rubber tired wheels; top casters for tilting and rolling into delivery truck. Only pads touch cabinet. Fit all cabinets, with or without legs. . . . \$38
 Rubber tired, ball bearing swivel casters on one end \$5 extra.

SELF LIFTING PIANO TRUCK CO., Findlay, Ohio

SAWS, PORTABLE MACHINE

American Saw & Mfg. Co.; 71 Boylston St., Springfield, Mass.
 American Saw Mill Mch. Co.; Hackettstown, N. J.
 Atkins & Co., Inc.; E. O.; 410 S. Illinois St., Indianapolis, Ind.
 C. H. & E. Mfg. Co.; Milwaukee, Wis.
 Challenge Co.; 193 River St., Batavia, Ill.
 Oresson-Morris Co.; 18th & Allegheny Aves., Philadelphia, Pa.
 Diaston & Sons, Inc.; Hy.; Tacony Sta., Philadelphia, Pa.
 Electro-Magnetic Tool Co.; W. 19th St. & 52nd Ave., Cicero, Ill.
 Fairbanks, Morse & Co.; So. Wabash Ave., Chicago, Ill.
 Kaetker Saw Co.; 4600 Spring Grove Ave., Cincinnati, Ohio.
 Kennedy, Ralph M.; 111 No. 7th St., Philadelphia, Pa.
 Leach Co.; Oshkosh, Wis.
 Lippert Saw Co., E. T.; 19 Lincoln Ave., Millvale, Pittsburgh, Pa.
 New Holland Machine Co.; New Holland, Pa.
 New Winona Mfg. Co.; 994 West Fifth St., Winona, Minn.
 Ohlen-Bishop Co.; Simpson Lane & Ingleside Ave., Columbus, Ohio.
 Onan & Sons, D. W.; 95 Royalston Ave., Minneapolis, Minn.
 Schmidt Bros. Co.; Davenport, Iowa.
 Skilsaw, Inc.; 3310 Elston Ave., Chicago, Ill.
 Taylor Iron Works & Supply Co.; Macon, Ga.
 Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.
 Worth Machinery Manufacturers, Los Angeles, Cal.

SCALES

American Kron Scale Co.; 424 E. 53rd St., New York, N. Y.
 Beckman Bros.; Des Moines, Iowa.
 Grunner Foundry & Mehry. Co.; Peru, Ill.
 Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.
 Dayton Scale Co.; Dayton, Ohio.
 Exact Weight Scale Co.; 265 W. Spring St., Columbus, Ohio.
 Fairbanks & Co., E. & T.; St. Johnsbury, Vt.
 Fairbanks Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
 Gaston Scale Co.; Beloit, Wis.
 Howe Scale Co.; Rutland, Vt.
 International Business Machines Corp.; 270 Broadway, New York, N. Y.
 Meadows Mfg. Co.; Bloomington, Ill.
 Merrick Scale Mfg. Co.; 87 Summer St., Passaic, N. J.
 Moline Implement Co., Inc.; Moline, Ill.
 Sawyer Spec. Scale Co.; Jacksonville, Fla.
 Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
 Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.
 Toledo Scale Co.; Toledo, Ohio.

By a process of starting and stopping advertising, the willing public never gets a chance to remember the product.

SPRAYERS, INSECT

Idico Corp.; 461 Eighth Ave., New York, N. Y.

**WANT THIS G. E.
 MOTH SPRAYER**
 and Vacuum Cleaner

FREE
 ? ? ? ? ?



Only a Limited
 Number

Send Coupon
 Below for
 Full Details

An Astounding Offer

Get this free G. E. equipment to protect warehouse stock. Use it on service work—a charge of \$10.00 (old standard price \$25.00) to demoth a 3 piece suite yields you \$5.00 clear profit. Whips all competition. Opens big new market.

Complete outfit free—the only one that injects vapors within the interior of an upholstered piece and is both vacuum cleaner and spray. It's yours, not leased. Send the coupon NOW for full details and the story of Idico Crystal Spray—used by thousands of leading firms to thoroughly demoth and protect the most valuable merchandise.

 IDICO CORPORATION, 461 Eighth Ave., New York.
 Send details of Special G. E. Moth Sprayer offer.

NAME

ADDRESS

CITY AND STATE

STENCIL MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
 Diagraph Stencil Mch. Corp.; 2913 Clark Ave., St. Louis, Mo.
 Ideal Stencil Mch. Co.; 22 Ideal Block, Belleville, Ill.
 Marsh Stencil Mch. Co.; 35 Marsh Bldg., Belleville, Ill.
 United Autograph Register; 5000 S. California Ave., Chicago, Ill.

TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.
 Baker-Rauling Co.; 2162 W. 25th St., Cleveland, Ohio. (Electric)
 Case Threshing Machine Co., J. I.; Dept. I, Racine, Wis.
 Caterpillar Tractor Co.; Peoria, Ill.
 Clark Tractor Co.; Battle Creek, Mich.
 (Gas Powered)
 Cleveland Tractor Co.; Lamb & Euclid Aves., Cleveland, Ohio.
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
 J. T. Tractor Co.; 179th and St. Clair Ave., Cleveland, Ohio.
 Lakewood Eng. Co.; Berea Road, Cleveland, Ohio.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Monarch Tractors, Inc.; Watertown, Wis.
 Prescott Co.; P. O. Box 307, Menominee, Mich. (Gasoline)
 Stuebing-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Electric)
 Townmotor, Inc.; Cleveland, Ohio. (Gasoline)
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.
 Yale Mfg. Co.; San Francisco, Cal.

TRAILERS, INDUSTRIAL TRUCK

Atlas Trailer & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Tex.
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.
 Clark Co., Geo. F.; 4 Canal St., Windsor Locks, Conn.
 Clark Tractor Co.; Battle Creek, Mich.
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Dinuba Steel Prod. Corp.; 200 Paul Ave., San Francisco, Calif.
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.
 Koenig & Co., Edward L.; 569 1/2 West Lake St., Chicago, Ill.
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.
 Lansing Co.; 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Menasha Wood Split Pulley Co.; Menasha, Wis.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
 Streich & Bro. Co., A.; 318 Eighth St., Oshkosh, Wis.
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
 West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

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 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.
 Kent Machine Co.; Kent, Ohio.
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.
 Ladel Mfg. Co.; New Philadelphia, Ohio.
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Market Forge Co.; Garney St., Everett, Mass.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Miami Mfg. Co.; Peru, Ind.
 New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Ottumwa Iron Works, Inc.; 402 W. Main St., Ottumwa, Iowa.
 Peerless Wire Goods Co.; 2910 Ferry St., Lafayette, Ind.
 Wright-Hubbard Ind. Elec. Truck Co.; Phelps, N. Y.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

One of the most valuable products of advertising is its cumulative power and a short-lived campaign dies of its own accord just when the advertising is getting a lifting grasp on its burden.

TRUCKS, ROLL PAPER

Norman, Wm. A.: 180 No. Michigan Ave., Chicago, Ill.
Seaman Paper Co.: 360 No. Michigan Ave., Chicago, Ill.

The NORMAN Truck

Pat. No. 1207433

Saves Paper—Time—Money—Men

Handles roll paper, simply and easily, without damage even to the outer sheets. Handling paper pays, and Norman Trucks get you the business.



William A. Norman
180 North Michigan
Ave., Chicago, Ill.

Ask for
descriptive
circular.

TRUCKS, TIERING

Alvey Ferguson Co.: 70 North Ave., Cincinnati, Ohio.
Atlas Car & Mfg. Co.: Cleveland, Ohio.
Automatic Transportation Co.: 2937 Main St., Buffalo, N. Y.
Barrett-Cravens Co.: 3204 W. 30th St., Chicago, Ill.
Clark Tractor Co.: Battle Creek, Mich.
Couple Gear Elec. Truck Co.: Grand Rapids, Mich.
Crescent Truck Co.: 165 N. 10th St., Lebanon, Pa.
Diamond State Fibre Co.: East Bridgeport, Pa.
Economy Eng. Co.: 2651 W. Van Buren St., Chicago, Ill.
Elwell-Parker Elec. Co.: 4110 St. Clair Ave., Cleveland, Ohio.
Excelsior Pulptruck Co.: Woodland Ave., Stamford, Conn.
Grand Rapids Vapor Kiln: Grand Rapids, Mich.
Hydraulic Press Mfg. Co.: 83 Lincoln Ave., Mt. Gilead, Ohio.
Lakewood Eng. Co.: Berea Rd., Cleveland, Ohio.
Lewis-Shepard Co.: 124 Walnut St., Watertown Sta., Boston, Mass.
Mercury Mfg. Co.: 4148 E. Halsted St., Chicago, Ill.
New Jersey Fdry. & Machine Co.: 9 Park Place, New York, N. Y.
Revolver Co.: 396 Garfield Ave., Jersey City, N. J.
Service Caster & Truck Co.: 517 N. Albion St., Albion, Mich.
Terminal Eng. Co., Inc.: 17 Battery Pl., New York, N. Y.
Union Steel Prod. Co.: 132 N. Berrien St., Albion, Mich.
Wright-Hibbard Ind. Elec. Truck Co.: Phelps, N. Y.
Yale & Towne Mfg. Co.: 548 Pacific St., Stamford, Conn.

VACUUM CLEANERS, PORTABLE

Allen & Billmyre Co., Inc.: 547 Grand Central Palace, New York, N. Y.
(Stationary and Portable)
Arco Vacuum Corp.: 40 W. 40th St., New York, N. Y. (Heavy duty Portable)
Electric Vacuum Cleaner Co., Inc.: 1734 Ivanhoe Rd., Cleveland, Ohio. (Portable)
Electrolux, Inc.: 250 Park Ave., New York, N. Y.
Idico Corp.: 461 Eighth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)

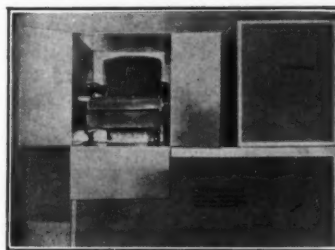
Rolling-Stone advertisers cannot advertise when business is bad, because they have no money. They do not need to advertise when business is good, because they have too much business. With the rolling-stone advertiser, there is no time to advertise.

Invisible Vacuum Cleaner Mfg. Co.: 15th St., Dover, Ohio. (Heavy duty Portable)
Kent Co., Inc.: 542 Dominick St., Rome, N. Y. (Portable)
Scott & Fetzer: W. 114th & Locust Ave., Cleveland, Ohio (Portable)
Spencer Turbine Co.: 517 New Park Ave., Hartford, Conn. (Heavy duty, Stationary and Portable)
Sturtevant Co., Inc.: B. F.: 16 Damon St., Hyde Park, Boston, Mass. (Heavy duty, Portable and Stationary)
United Electric Co.: Canton, Ohio. (Portable and Stationary)
Wise McClung Corp.: Box WD, 451 Park Ave., N. W., New Philadelphia, Ohio. (Portable)

VAULTS, FUMIGATION

Calcyanide Co.: 60 East 42nd St., New York, N. Y.
Giecrolux, Inc.: 250 Park Ave., New York, N. Y.
Furniture Fumigation Corp.: 100 West 101st St., New York, N. Y.
Haskelite Mfg. Co.: 120 So. La Salle St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

EXTERMOVULT



NEW PRICE

6 00

PER SET

IN LOTS OF
1 DOZEN SETS
OR OVER
F.O.B., N. Y. CITY

APPROVED BY U. S. DEPT. OF AGRICULTURE

FURNITURE FUMIGATION CORP.

100 W. 101st ST., NEW YORK CITY

WAREHOUSE FORMS (Printed)

The House of Hubbell, 648 Huron Road, Cleveland, Ohio (A.W.A. Standard)

WHEELS

Budd Wheel Co.: 25th & Hunting Park Ave., Philadelphia, Pa.
Electric Wheel Co.: Walton Heights, Quincy, Ill.
Morand Cushion Wheel Co.: 818 S. May St., Chicago, Ill.
Sewell Cushion Wheel Co.: 6463 Gratiot St., Detroit, Mich.

WORK SUITS

Brownstein-Lewis Co.: 751 So. Figueroa St., Los Angeles, Cal.
Burnham, Manger, Root Dry Goods Co.: 8th and Broadway, Kansas City, Mo.
Carhartt-Hamilton Cotton Mills: Michigan Ave. and Kent St., Detroit, Mich.
Cohn, Goldwater Co.: 525 E. 12th St., Los Angeles, Cal.
Courtney & Son, Thomas: 310 Spring St., New York, N. Y.
Crown Overall Mfg. Co.: 3rd and Plum Sts., Cincinnati, Ohio.
Eftymson & Wolf: 360 W. Washington St., Indianapolis, Ind.
Elder Mfg. Co.: 13th and Lucas Sts., St. Louis, Mo.
Finch, Van Slyck & McComville: Park Square, St. Paul, Minn.
Finck & Co., W. M.: 3708 Gratiot Ave., Detroit, Mich.
Fleishner, Mayer & Co.: Portland, Ore.
Globe Superior Corp.: Lock Drawer C, Abingdon, Ill.
Goll & Frank Co.: East Water and Buffalo Sts., Milwaukee, Wis.
Greenbaum, Well & Michels: 742 Mission St., San Francisco, Cal.
Hanke Bros.: Main and 12th Sts., Cincinnati, Ohio.
Hart Mfg. Co.: 16 E. Livingston St., Columbus, Ohio.
Hirsch-Weiss Mfg. Co.: Portland, Ore.
Industrial Garment Co.: 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.
Lamb Mfg. Co.: 1301 Wabash Ave., Terre Haute, Ind.
Lee Mercantile Co., H. D.: Kansas City, Mo.
Lindeke, Warner & Son: St. Paul, Minn.
McDonald Mfg. Co., R. L.: Twelfth and Penn Sts., St. Joseph, Mo.
Miller Mfg. Co.: Paris, Texas.
Miller Mfg. Co., C. R.: Dallas, Texas.
Motor Suit Mfg. Co.: 208 W. 8th St., Kansas City, Mo.
Nunnally & McCrea Co.: Atlanta, Ga.
Oberman Mfg. Co., D. M.: Jefferson City, Mo.
Oshkosh Overall Co.: Oshkosh, Wis.
Pierson Mfg. Co.: Quincy, Ill.
Protetextall Co.: Abingdon, Ill.
Ranney-Davis Merc. Co.: Arkansas City, Kan.
Red Diamond Clothing Co.: 801 Lucas St., St. Louis, Mo.
Rice-Stix Co.: 1008 Washington Ave., St. Louis, Mo.
Rockford Overall Mfg. Co.: Rockford, Ill.
Scott Mfg. Co., Cyrus W.: Houston, Texas.
Seweroff & Sons Co., John: Ogden, Utah.
Sibbett Mfg. Co.: Oakland, Cal.
Signal Shirt Co.: Racine, Wis.
Smith-McCord-Townsend Dry Goods Co.: 8th and Broadway, Kansas City, Mo.
Spokane Dry Goods Co.: Spokane, Wash.
Standard Garment Co.: Cor. Michigan and Orange Sts., Toledo, Ohio.
Strauss, Levi & Co.: Battery and Pine Sts., San Francisco, Cal.
Sweet, Orr & Co.: 15 Union Square, New York, N. Y.
Union Special Overall Co.: Central Parkway at 14th St., Cincinnati, Ohio.
Waco Garment Mfg. Co.: Waco, Texas.
Welch-Cook-Beals Co.: 321-29 So. Third St., Cedar Rapids, Iowa.
Wyman-Partridge & Co.: 4th St. and 1st Ave. No., Minneapolis, Minn.
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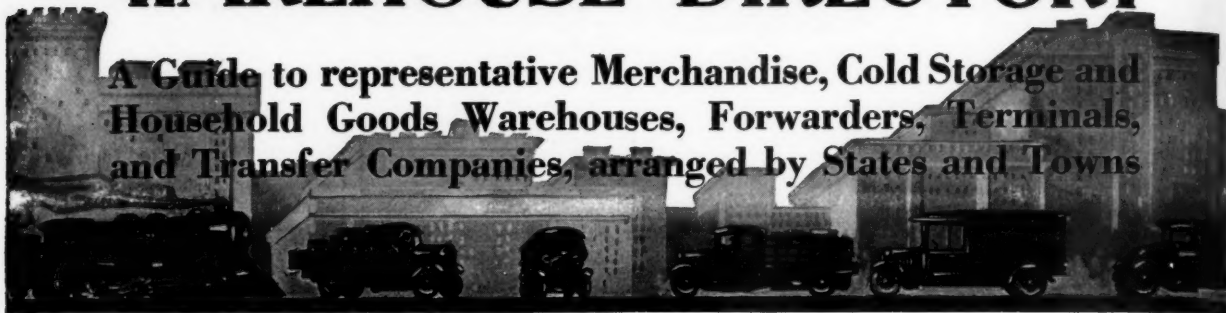
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WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



"Andy Says"

PUBLIC warehousing need not plead its right to exist. That right is amply made manifest in times like these when its benefit to industry is more graciously admitted.

The elasticity of public warehousing assures its future success when private warehousing with its set overhead proves burdensome and cumbersome; then it is that public warehousing steps in to turn a loss into a profit.

No wonder that warehousing has not been hard hit during these past two years. Of course there are some who have suffered while others have prospered, but remember that there are always the few who suffer no matter what the times may be.

Public warehousing, both "H.H.G." and "Merchandise," is an economic cog in the industrial wheel. That must be recognized. Warehousing is utilized no matter what general conditions may exist.

Be glad you are a warehouseman and in 1932 just try to be a better warehouseman than you were in 1931. The rest will take care of itself and you will prosper.

When the May issue of "D & W" goes to press on April 15 the warehouse advertisements contained in that issue will be repeated in the Green Directory Supplement to the extent of 10,000 copies. This is free distribution of your advertising and this supplement is mailed to every known shipper at no extra cost beyond the price of your advertisement in the May issue.

This is a plus service to our regular warehouse advertisers that can't be duplicated, so if you are not a regular advertiser, send in your copy now and reserve space beginning with that issue. Remember forms close early in April.

"Andy"

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

March 8.....	Ohio Warehousemen's Association.....	Columbus	April	Pacific States C. S. Warehousemen's Assoc'n.....	To be announced
March	Kansas Warehouse & Transfermen's Association.....	To be announced	May	Birmingham Warehousemen's Club.....	Birmingham
March	Michigan Warehousemen's Association.....	To be announced	May	California Warehousemen's Association.....	To be announced
March	Oregon State Warehousemen's Association.....	To be announced	May	Montreal Branch of Canadian S. & T. A.....	Montreal
April 20	Portland Draymen & Warehousemen's Association.....	Portland, Ore.	May	Spokane Warehouse & Transfer Association.....	Spokane
April	Maryland Warehousemen's Association.....	Baltimore	May	Washington State Warehousemen's Association.....	To be announced
April	Minnesota Warehousemen's Association.....	To be announced	June 6-7.....	Central Warehousemen's Association of Illinois.....	Bloomington
April	Missouri Warehousemen's Association.....	To be announced			

BIRMINGHAM, ALA.

1880—Fifty Years of Honorable Service—1930

HARRIS TRANSFER AND WAREHOUSE CO.

FIREPROOF WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

First Ave., at 13th St., South

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. & W. A.

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in
Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.

WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise

Members
S. W. A.

MOBILE, ALA.



Ferriss Warehouse & Storage Company
10 Springhill Ave.

MOVING—PACKING—SHIPPING
STORAGE
HOUSEHOLD GOODS
LONG DISTANCE MOVING

Allied Van Lines

MONTGOMERY, ALA.

Alabama

(Motor)

TRANSFER & WAREHOUSE COMPANY

Complete Warehouse
and Merchandise & H. H. Goods
Distribution Service Free Switching All Lines

"Special Attention Given Pool Cars"

121-123 Randolph St.

Members, A.W.A., N.F.W.A., S.O.W.A.

PHOENIX, ARIZONA

ARIZONA STORAGE and DISTRIBUTING Co.
MERCHANDISE and HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

Lowest Insurance Rates

18 SOUTH CENTRAL

N.F.W.A.—A.W.A.

Trucking Service

PHOENIX, ARIZONA

H. W. CHAMBERS, PRESIDENT

Chambers Transfer and Storage Co.

42 South Fourth Avenue

Storing and Packing Moving and Shipping
Warehousing and Distribution service for merchan-
dise and furniture.

Sprinklered warehouse—Insurance rate 46c.

PHOENIX, ARIZONA

The Lightning Moving & Storage Co.

TRANSFER AND STORAGE

Storage capacity 68,000 sq. feet. General receiving and
forwarding agents. Pool car distribution our specialty.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS, Jr.
President

W. J. ECHOLS
Vice-President

J. MONTAGUE WILLIAMS
Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding. Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.

FORT SMITH, ARK.



O.K. TRANSFER & STORAGE CO.

Rogers Ave. and 2nd St.
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



LITTLE ROCK, ARK.

COMMERCIAL WAREHOUSE CO.

801-7 East Markham St.

"A Complete Service"

Modern Offices—Storage—Drayage and Distribution
Located in the heart of the wholesale and shipping
district.

Fireproof Sprinklered
Private Railroad Siding

Low Insurance
Quick Service

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household StorageNEW TERMINAL WAREHOUSE CO.
LITTLE ROCK ARKANSASMember American Warehousemen's Association
American Chain of Warehouses.

•
Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for household
Goods
•



TEXARKANA, ARK.

Hunter Transfer & Storage Co.

319 E. Front St.

Texarkana, Ark.

Pool Cars Distributed, Merchandise and
Household Goods Storage, Trucking.

HOLLYWOOD, CAL.

Serving Hollywood, Beverly Hills
and Los Angeles

HOLLYWOOD STORAGE CO.

"HOUSEHOLD & MERCHANDISE"

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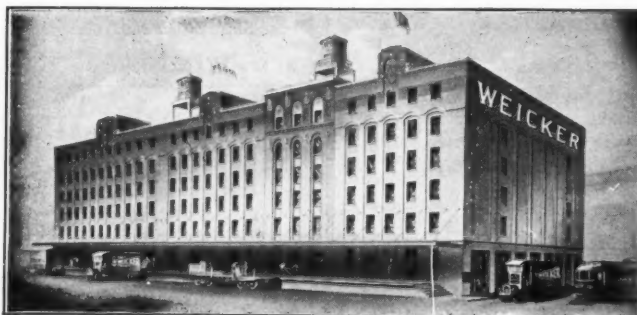
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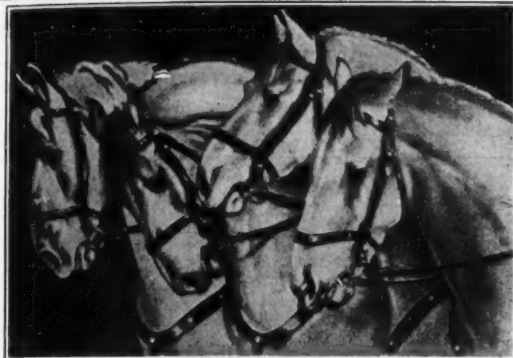
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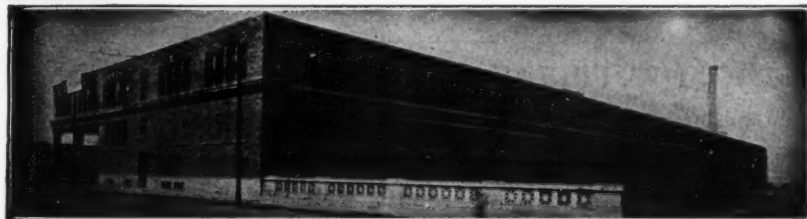
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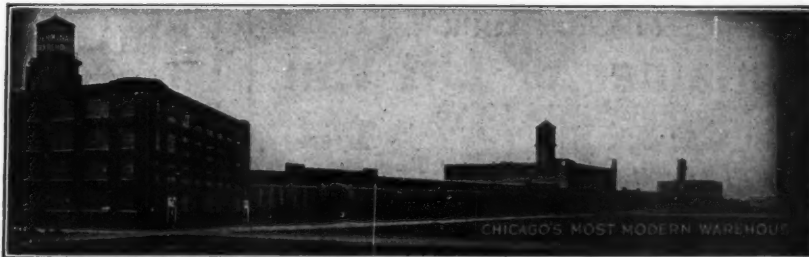
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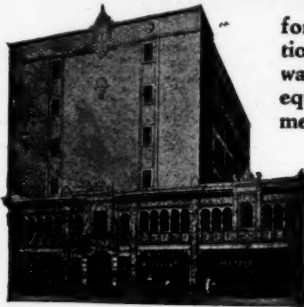
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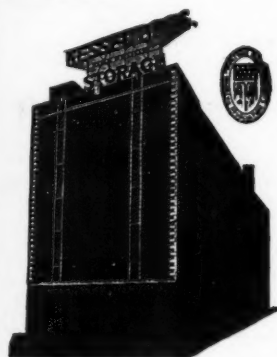
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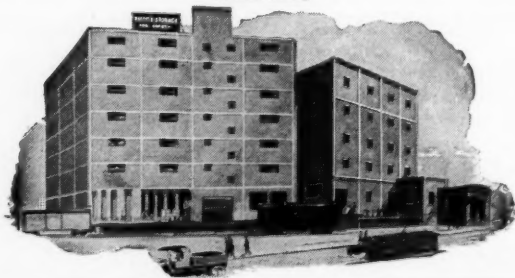

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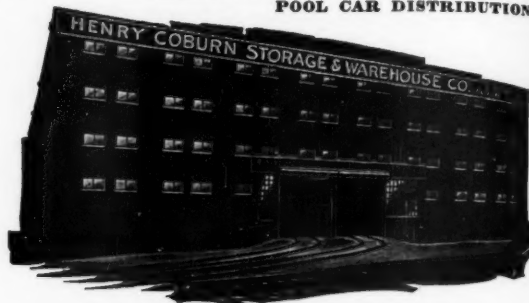
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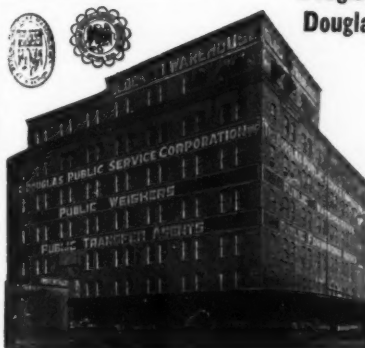
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**Douglas Shipline Storage &
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Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—60 cars.

Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 55 trucks.
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Modern

Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

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NEW ORLEANS, LA.

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All cement warehouses, low insurance, low handling costs.
Located on Mississippi River.

Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.
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New Orleans, La.

NEW ORLEANS, LA.

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Efficient service and modern facilities assure your complete satisfaction. "Standard"-ize your New Orleans distribution for reliable handling.

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Established 1875 Incorporated 1918

General Storage and Distributing

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Galt Block Warehouse Company

Portland, Maine

Storage. General Merchandise. Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

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For Details See Directory Issue
Distribution and Warehousing

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Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

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Established 1905

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Fireproof
Warehouse

Every facility for the handling of your shipments

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Operating Terminal Warehouses on Tracks of
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Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
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Est. 1904

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Rail Connections — Motor Trucks — Pool Car Service
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Complete Branch Warehouse Service — Low Insurance
Located in Heart of Wholesale and Jobbing District
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**THE DAVIDSON TRANSFER
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"Baltimore's Largest Movers"

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FURNITURE PACKED, SHIPPED OR STORED
Overnight Motor Express Service to and from New York
Consign all shipments to Camden Station, via B. & O.—Calvert Station, P. R. R.
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Maryland Furniture Warehousemen's Association
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McCormick Bldg.

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ABSOLUTELY FIREPROOF WAREHOUSE
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The Men Who Distribute

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Read DISTRIBUTION AND WAREHOUSING
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Incorporated
C. J. HAMILTON, President
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FIREPROOF WAREHOUSES
MOTOR EQUIPMENT
EFFICIENT SERVICE
TO WAREHOUSEMEN

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Distribute your merchandise to your patrons through Baltimore, Md., in car lots via Pennsylvania Railroad.

1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore to and from the West.
2. Because The Terminal Warehouse Company as warehousemen and distributors can effect economies for you.
3. Because The Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of The Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.

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HAGERSTOWN STORAGE & TRANSFER CO.
GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
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A complete service since 1880

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Your Boston shipments will receive our particular attention

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GENERAL
MERCHANDISE STORAGE

CENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

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BOSTON, MASS.

PACKING

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Telephone HANCOCK 8000 connecting all departments



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Storage Capacity, 100,000 Sq. Ft.

Low Insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

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and consult the Shippers' Index

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Established 1872

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With our own trucking equipment covering all points
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*Low Insurance Rate

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Negotiable—Non-Negotiable

Fireproof Construction

In the Wool District—Excellent Facilities

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Direct Track Connection B. & M. R. R.

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**Quincy Market Cold Storage and
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CAPITAL \$5,250,000.00

ESTABLISHED 1881

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PACKING STORING SHIPPING OF HOUSEHOLD GOODS
WE ALSO HANDLE SHIPMENTS FOR BOSTON

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Storage, Trucking and Pool Car Distribution

Territory Covered, Daily: Boston, Ayer, Fitchburg, Leominster
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Quick and Efficient Service

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PRIVATE SIDING—B. & M. R. R.

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Fireproof buildings with Private sidings affording the
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Household Goods, Pianos, Trunks and Merchandise

Separate Rooms

Steam Heat

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"We specialize in service."

Our service includes everything that a manufacturer,
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A modern storage and distribution service. Daily deliveries via rail, boat, motor
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Fleet of Motor Trucks

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Logical Point of Distribution for Central New England

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STORAGE & DISTRIBUTING CO.**Storage and Distribution
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Railroad Facilities

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Storage, Shipping, Packing of Household Goods
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Private siding, Free switching service.

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PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR
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**We Have Doubled Our Facilities
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Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
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merchandise and liquid commodities in bulk. Connected
directly with every railroad entering the city.**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

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MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

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WAREHOUSE COMPANY***Personal Service that is different*

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Lafayette 1157-1135

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Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-
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SUCCESSORS TO
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West Jefferson at Foot of Clark St., Detroit



Operating one of the finest warehousing properties in the world. Reinforced concrete construction, sprinklered throughout. Railroad trackage inside the building for 22 cars. Our own locomotive eliminates switching delays.

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Deliveries to all parts of the city promptly effected.

Distribution of pool cars and re-shipping given careful attention.

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REMOVALS
PACKING
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"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

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Member of American Warehousemen's Association, National Furniture Warehousemen's Association.

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PACKING and SHIPPING
Members N. F. W. A.

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Modern Warehousing in DETROIT

Outstanding Facilities for
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Begin Using This Exceptional
Service Now. Communicate with

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Detroit Unit of United States Cold Storage Corporation. Plants at Kansas City,
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*Under construction.



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EST. 1907

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FIREPROOF

Every facility and competent organization to handle your shipments

Office: 620 Williams St.

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WATER AND SMITH STS.

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SPRINKLERED RISK—G. T. TRACKAGE

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MOVING—STORAGE—FUMIGATING—PACKING—SHIPPING

GRAND RAPIDS STORAGE CO.

Michigan's Leading Fireproof Storage Building
Lake Drive and Robinson Road, Grand Rapids, Mich.

Members—Allied Van Lines, Inc., National Furniture Warehousemen's Association

The Men Who Distribute

United Drug Products

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and consult the Shippers' Index

GRAND RAPIDS, MICH.

Approximately 75% of All Commercial Storage in Grand Rapids



HANDLED THRU

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Express Service at Freight Rates
within a radius of 60 Miles. We
deliver the goods.

The Largest Commercial Warehouse in Western Michigan

POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.

FREE SWITCHING

Located within 4 blocks of all Grand Rapids' Principal Freight Depots

COLUMBIAN STORAGE & TRANSFER CO.

GRAND RAPIDS

MICHIGAN

GRAND RAPIDS, MICH.

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General Merchandise Cold Storage

Storage—Reforwarding—
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Members—American Chain of Warehouses
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Front Ave. and Pennsylvania Tracks

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Merchants Storage & Transfer Co. Inc.

Warehousing and Distribution

THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN
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60,000 sq. ft. Floor Space.

LOW INSURANCE RATES

Three blocks from all large hotels.

IN THE HEART OF THE WHOLESALE DISTRICT

Modern Private Offices for Rent
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Railroad Siding

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Grand Rapids — Muskegon

4,000,000 cubic feet

General Merchandise, Household Goods
Moved, Packed and Shipped

Pool car distribution at freight rates to
Western Michigan

Pennsylvania R.R. Trackage

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COMMERCIAL WAREHOUSING
DISTRIBUTING

New, Modern Fireproof Warehouse on P. M. R. R. Siding
Centrally Located, Near All Freight Houses.

Largest Delivery System in City
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Modern Private Offices to Rent

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THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN
Private Siding. Free Switching Service.
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The only modern fireproof warehouse in
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Most central Lake port in Western Michigan.
Pere Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped
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Moving, storing, packing and shipping of household goods
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Merchandise distribution and warehousing
Fireproof warehouse—Office space—Private siding

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Thirty-Two Years of Experience

DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for
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POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

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NEW MODERN WAREHOUSE FOR
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POOL CAR DISTRIBUTION

FREE SWITCHING

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Fels-Naptha Soap

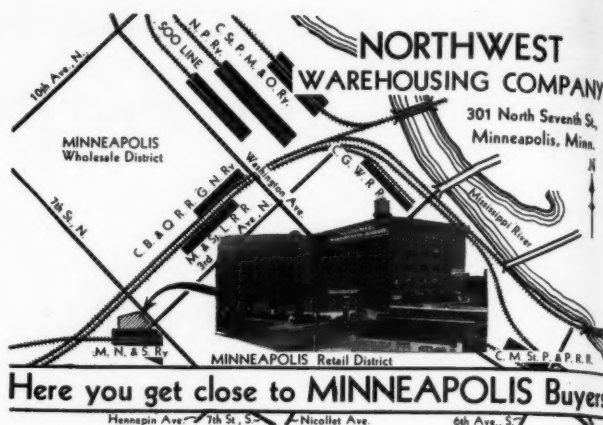
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and consult the Directory of Warehouses

MINNEAPOLIS, MINN.

Established 1882

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734-758 Fourth Street North

Distributing and Warehousing Merchandise
and Household GoodsConveniently located in business district.
Trackage on C. B. & Q. and G. N. Rys.Motor Truck and Team Service
Local and Long Distance Hauling

Here you get close to MINNEAPOLIS Buyers

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Complete Storage
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Houses in St. Paul and Grand Forks

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Sprinkler System. Pool Car Distributors. Heavy Hauling.
Warehouse No. 2 on C. N. W. Tracks.

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manufacturers' distributors. Motor van service. Assoc.
AWA MinnWA.

MINNEAPOLIS, MINN.

In Minneapolis—

**MINNEAPOLIS TERMINAL
WAREHOUSE COMPANY**provides complete storage and distribution services
for the Northwest Market for many of the largest
National distributors.

In St. Paul—

**ST. PAUL TERMINAL WAREHOUSE
COMPANY**offers the same progressive services and facilities under
the same management. We invite your inquiries.

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The Northwestern**TERMINAL**PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIESOPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.—A.W.A.

The Men Who Distribute

Geuder Enameled WareRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER Co.HIGH GRADE STORAGE ACCOMMODATIONS
New Office and Warehouse: M 189 E. Third St.
Pooled Cars Distributed. Two Track Warehouses,
Merchandise and Household Goods (Fireproof)

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KEDNEY WAREHOUSE COMPANY

8th and John Streets

OUR ST. PAUL PLANT—is modern with complete warehouse
facilities, assuring up-to-date service and care for—**STORAGE AND DISTRIBUTION**
Merchandise—Household Goods

Modern warehouses also at Minneapolis and Grand Forks

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COMPANY**provides complete storage and distribution services
for the Northwest Market for many of the largest
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COMPANY**offers the same progressive services and facilities under
the same management. We invite your inquiries.

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**CENTRAL
WAREHOUSE COMPANY**
SAINT PAUL-MINNEAPOLIS

At the Junction of Nine Railroads
Where One Stock Serves the Twin Cities
and Northwest

L. C. L. Shipping Without Carting
20 Warehouses 5 Miles of Trackage
Served by Our Own Electric Locomotive
**MERCHANDISE STORAGE
DISTRIBUTION**
COLD STORAGE
\$2,000,000.00 Investment \$50,000.00 Bond
Shipping Station—Minn. Transfer, Minn.

Represented by
DISTRIBUTION SERVICE, INC.

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Phone Wis. 7-1157

445 W. Erie St.
CHICAGO
Phone Sup. 7180

625 Third St.
SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

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"THE HEART OF AMERICA"



ADAMS

TRANSFER & STORAGE CO.

228-236 West Fourth Street.
"Surrounded by the Wholesale District"
Merchandise Storage—Low Insurance
Rates—Pool Car Distribution—Freight
Forwarders and Distributors—City
Delivery Service, twice daily—Prompt
and Efficient Service—Excellent Sys-
tem of Stock Records and Reports.

RESPONSIBLE
RELIABLE
REASONABLE

Members: American Chain of Warehouses,
American Warehousemen's Association,
Traffic Club of K. C., Kansas City Chamber
of Commerce, U.S. Chamber of Commerce.
Write us for Information and Rates

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CENTRAL STORAGE CO.

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE
SPACE LEASES—TRUCK DELIVERIES
POOL CARS DISTRIBUTED—LOW INSURANCE

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Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

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In Retail District—Close to Union Station

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RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING and STORING HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding ICRR Co., Low Insurance Rate

MOTOR TRUCK SERVICE

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Southern Warehousemen's Ass'n

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Financing

**CROOKS TERMINAL
WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

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Joplin Transfer & Storage Company

Receiving and distributing Agents
General merchandise and household goods storage
Motor vans for local and long distance moving
Our experience and facilities assure you satisfaction

JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

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In Kansas City

it's the **A-B-C FIREPROOF
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safe-
guard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

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Member of N. F. W. A.—Allied Van Lines, Inc.

KANSAS CITY, MO.

W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks
connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
Motor Truck Service, City and Interurban.

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2015-17-19 Grand Ave. Kansas City, Mo.

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Member American Warehousemen's Assn.
Missouri Warehousemen's Assn.
K. C. Warehousemen's Assn.**RADIAL WAREHOUSE COMPANY**POOL CAR
Shipments Forwarded Without Drayage Charge
MERCHANDISE
Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.



Merchandise Warehouses.

STORAGE
FORWARDING
AND
DISTRIBUTING
CAPITAL \$100,000.00

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For Speedy Deliveries

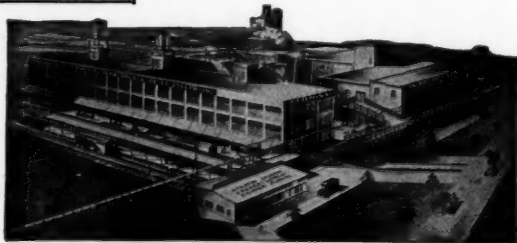
BROOKS TRUCK CO.Fast Freight and Refrigerator Truck Service
from Kansas City to Marshall, Mo., and 35 other towns East of K. C.
Water and dirt proof vans. We also distribute carloads from Marshall
to intermediate points. Storage facilities.

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"PONY EXPRESS"Third and Charles Sts.—in wholesale district
MERCHANDISE and HOUSEHOLD GOODS
STORAGE and DISTRIBUTION
Carload and L.C.L. Distribution—General Cartage
Member A.W.A.—N.F.W.A.—Mo.W.A.

ST. JOSEPH, MO.

L. C. L. DISTRIBUTION WITHOUT CARTAGE
SAVES YOU REAL MONEY

See Directory Number (Page 277)

**TERMINAL WAREHOUSES OF
ST. JOSEPH (MO.), INC.**

ST. LOUIS, MO.

—in St. Louis

Operating—

Langan & Taylor

Storage and Moving Co.

R. U. Leonori

Auction and Storage Co.

New York

Storage Company

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Storage Company

American

Storage and Moving Co.

5 great household storage and moving companies are
owned and operated by this single organization—con-
sidering strength and facilities and bettering service.In addition to these, we have leased an 80,000 sq. ft.
capacity warehouse on the Missouri Pacific & Frisco R.
R. for consolidation of shipments and merchandise
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WAREHOUSING COMPANY**

Officers

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Our Facilities for
DISTRIBUTION & WAREHOUSINGHousehold Goods Are Unexcelled
Your Interests Will be Safely Guarded

ST. LOUIS, MO.

Lincoln Warehouse

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Personal attention with tact and courtesy
to customers.

Collections and claims handled rapidly.

Our staff of movers and packers are
white men.

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**S. N. Long Warehouse**
ST. LOUIS*"Business Making Service"*

ST. LOUIS, MO.

Features of the Largest,
Most Modern Warehouse
in St. Louis

Trackage for 120 cars daily, with covered docks to protect merchandise. Covered docks for 50 trucks, eliminates delays for customers calling at warehouse with their own equipment. 80-foot private street along truck docks prevents traffic congestion.

10 high-speed, self leveling elevators with capacities up to 9 tons.

Steel and reinforced concrete construction, fireproof and completely sprinklered.

In ST. LOUIS, It's—**THE MART**

A complete public warehouse and branch house service. Lowest insurance rate in St. Louis District. No drayage on in or out-bound less-carload shipments. St. Louis rates apply to and from the Mart warehouse with no additional switching charges.

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ST. LOUIS MART, Inc.

TERMINAL WAREHOUSE DIVISION



STATE AND U. S. CUSTOMS BONDED

ST. LOUIS TERMINAL WAREHOUSE CO.



Largest Warehouse Organization in St. Louis

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

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TWO WAREHOUSES—VAULT STORAGE
POOL CAR DISTRIBUTING, FORWARDING, FREIGHT
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Member, A.W.A.—N.F.W.A.—Tr. & Shipmen's Assn. of Mont.

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1876

1930

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Pool Car Distribution
FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL OF THE
CENTRAL PART OF THE STATE

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This concern has been cooperating with shippers since 1903. Our service satisfies because satisfaction has always been our aim.

32,400 sq. ft. of fireproof and 25,000 sq. ft. of semi-fireproof space is available for storage of Hhg. and Mdse. Our motor truck and team service will take care of your city and interurban deliveries. We distribute pool cars of Mdse. and Hhg.

Consign shipments via any railroad entering city. Switching free.

We Transfer Mdse.—Hhg.—Paper—Wire

301 No. 8th St.

Pres. and Mgr., W. H. Sullivan

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Member: A. C. W.

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Member of N. F. W. A.—A. W. A.

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Van & Storage Co.



Moving, Storage, Crating, Pool Cars, Moth Proofing, Merchandise—just a few of the items included in our modern service.
Fireproof warehouse. Ray A. Ford, President; Roy V. Ford, Treasurer. Use our service!

OMAHA, NEBRASKA

(See "Council Bluffs, Iowa")



OMAHA, NEB.

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Storage Warehouse, Inc.

Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

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DISTRIBUTION SERVICE, INC.

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Member: A.W.A.—N.F.W.A.

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Personal
Attention

Satisfaction
Guaranteed

Household
Goods

Merchandise
Pool Cars



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KNOWLES FIREPROOF WAREHOUSE, Inc.

Ninth and Farnam Sts.

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Route: Any Ry. entering Omaha
Reference: Any Bank in Omaha
Member—Nebraska Motor Transport Association

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

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Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Central Warehousemen's Club, American Warehousemen's Ass'n.

OMAHA, NEB.

R. J. MAYER, GEN. MGR.

THE TERMINAL WAREHOUSE CO.

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MEMBER A.W.A. N.F.W.A. A.V.L. N.W.A.

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Fireproof Storage Warehouse

Storage, Packing, or Shipping of Household Goods, Merchandise. Storage and Pool Car Distribution. Long distance hauling. Reference any bank our city.

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BELMAR
BRADLEY BEACH
DEAL
OCEAN GROVE
SPRING LAKE

Stiles Express

Office 204 Main St.

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Household Goods and Merchandise
Storage, Shipping. Pool Car Shipments.

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Office: 3526 Atlantic Avenue
Inter-City Auto Service
Fireproof Storage Warehouse

Heavy Hauling



Member of N.F.W.A., N.I.F.W.A., A.W.A., A.V.L.

P. R. R. private
railroad siding
and storage
yard

Storage for
Goods and
Merchandise
Piano Moving

BRADLEY BEACH, N. J.

ASBURY PARK, N.J.

Reference any bank in our city

Anderson's Express & Storage

Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of
Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

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Bell Phone, CAMDEN 1771

BELL STORAGE CO.

Leslie W. Bell, Pres.

Fireproof Warehouse

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First Class Service in
Every Particular

Members: N.F.W.A., N.I.F.W.A.



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C. S. & E. J. ZEIGLER, Proprietors

THE PARK STORAGE WAREHOUSE CO.

Main Office and Warehouse:

HADDON AVE. AND PINE ST., CAMDEN, N. J.

Estimates Cheerfully Given

Phones, Bell 1290, Eastern 34651

STORAGE, MOVING, PACKING AND SHIPPING

Auto Vans—No Road Too Long

Member: N. F. W. A. and N. J. F. W. A.

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Established 1870

Richard Coyne, Jr., Owner

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Office: 9-15 McKinley Ave.

STORING MOVING PACKING

Household Goods

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Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

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Caldwell
Glen Ridge
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Office, 75 Main Street

—Serving—

All the Oranges

Maplewood
Montclair
Newark
Summit

EAST ORANGE, N. J.

NEWARK, N. J.—HARRISON, N. J.

The Orange Storage Warehouse

42 Harrison Street

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Now

Owned and Operated by John O'Connor

Security Storage Warehouses

Harrison, N. J.

Household Goods and Merchandise Storage
and Distribution

Regular distribution service between the Oranges, Newark
and Greater New York

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RUTHERFORD, N. J. WESTWOOD, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE SHIPPING PACKING
HOUSEHOLD GOODS

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local and Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

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Members: N. J. F. W. H. A.
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Goodman Warehouse Corporation

830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State.

Bayonne Warehouse:—21 W. 20th Street.

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K. & E. LIBERTY VAN CO.

Up-to-date facilities for lift van consignments

Four story modern storage facilities, private siding
on central railroad, distribution of pool car shipment,
and a fleet of large padded vans assure speedy delivery.

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Jersey City, N. J. Bigelow 3-9463 Union City, N. J.
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Located in the very heart of the city.

Direct R.R. Siding and Piers.

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N. J. M. W. A.

Merchandise Storage

NEWARK, N. J.

Fine,
Clean,
New,
H H G
Vaults.
Central
Location.
Equip-
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for
handling
your
consign-
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promptly
and
intelli-
gently.



**Knickerbocker Storage
Warehouse Company**

Newark's Leading Warehouse

96 to 106 Arlington Street

John Mulligan, Pres.

Wm. Mulligan, Vice-Pres.

James E. Mulligan, Sec. and Mgr.
**MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR
EQUIPMENT**

Member N. F. W. A. and N. J. F. W. A.

NEWARK, N. J.

JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof

Motor Trucks for Long Distance Moving

546-552 Central Ave.

The Men Who Distribute

Planters Peanuts

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and consult the Shippers' Index

The Men Who Distribute

Jaques Baking Powder

Read **DISTRIBUTION AND WAREHOUSING**
and consult the Directory of Warehouses

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**Lehigh Warehouse &
Transportation Co., Inc.**

98-108 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of
General Merchandise.**Lehigh Valley Railroad siding.**We operate our own fleet of Motor**Trucks making store door**delivery within a radius**of 30 miles.*

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MODEL STORAGE WAREHOUSES

54-56 Broadway

FIREPROOF STORAGE**EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD
GOODS****YOU KNOW—WE KNOW HOW**

Members: New Jersey F. W. A.—National F. W. A.—Canadian S. W. A.

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MAIN OFFICE, 26 FRENCH STREET

Household Goods Storage, Packing, Shipping
General Merchandise Storage and Distribution
Motor Freight Distribution of Pool Cars

PATERSON, N. J.

THE SAFETY STORAGE CO.Two Modern Fireproof Warehouses for Storage of Household Goods and
Merchandise**MOVING** Carload Distribution
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MOTOR TRUCK SERVICE

Joseph E. Gibbs, Manager

Principal Office: 41-43 Governor St., Paterson, N. J.
Telephone 2288 Paterson

RED BANK, N. J.

**ATLANTIC HIGHLANDS
HIGHLANDS
KEANSBURG
KEYPORT
RUMSON
SEABRIGHT****ANDERSON BROS.
STORAGE WAREHOUSE**Household Goods Storage, Packing, Ship-
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Distribution Pool Cars.

Members N. F. W. A. & N. J. F. W. A.

TRENTON, N. J.

A. V. MANNING'S SONS

20 SOUTH BROAD ST.

Fireproof Storage Warehouses

Household Goods Storage, Packing, Shipping

Local and Long Distance Moving

TRENTON, N. J.

Petry Express & Storage Co.

(INCORPORATED)

STORAGE WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS

MOVERS—PACKERS—SHIPPERS

MOTOR VAN SERVICE

Carloads Distributed.

Manufacturers' Distributors.
Members—N. F. W. A.

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**Albany Terminal & Security
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a spe-
cialty. Available storage space for rent if
desired. Direct track connections with all
railroads running into Albany.Member of
American Chain of Warehouses
American Warehousemen's Association

ALBANY, N. Y.



Colonie and Montgomery Sts.

Local, regional and storage-in-transit
service, offering every facility known
to modern distribution.New
Ultra-Modern
Plant

Continent-wide

Trunk Line
Terminal
Complete Service

Connections

ALBANY, N. Y.

Hudson River Storage & Warehouse Corp.

(Bonded)

STORAGE and DISTRIBUTION

Private Siding.

Sprinklered.

The Men Who Distribute

Sun Maid RaisinsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

AMSTERDAM, N. Y.



Public Storage, Sprinkler System, Lowest Insurance, Trucking, Forwarding, Marking, Weighing, Sampling, Storage in Transit Privileges. Warehouse Receipts Recognized by Bankers for Loan Purposes.

On Main Line of New York Central Railroad, West Shore Railroad, New York State Barge Canal.

Opposite New York Central Freight Station, Private Siding.

U. S. Customs Bonded Warehouse, Storage in Bond. U. S. Licensed Warehouses, Under Federal Government Supervision License No. 123.

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STORAGE WAREHOUSES
25-35 Hamilton St., Amsterdam, N. Y.

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W. M. Granger, Sec. Treas.

AUBURN DRAYING COMPANY

(Incorporated)

Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods. Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

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E. W. CONKLIN & SON

Since 1872

Largest and Best Located Warehouse in City at
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STORAGE AND DISTRIBUTION
of Merchandise, Autos, Pool Cars

Direct R.R. 20 Car Capacity Siding on BOTH
D. L. & W. and D. & H. with ERIE Connection

Members: A.W.A.—N.Y.S.W.A.—C.N.Y.W.C.

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CONLON STORAGE CO.

Offices: Floral Ave.

General Merchandise Storage and Distribution—
Pool Cars Distributed—Motor Truck Service—
Direct Lackawanna R.R. Siding

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Moving — Trucking — Storage
Long Distance Moving

Member of
National Furniture Warehousemen's Association
Central New York Warehouse Association
Chamber of Commerce

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We Specialize on
Shipments from Correspondents

Call on us at any time for any class of work. We can handle collections for you carefully and quickly. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. We render our many clients a special service. Our fleet of electric and gasoline vans insures you deliveries immediate and safe. If you need any special service call on us.

EAGLE WAREHOUSE and STORAGE COMPANY
28 to 44 Fulton St., Brooklyn, N. Y.

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STORAGE

AETNA WAREHOUSES
PACKERS & SHIPPERS-STORAGE

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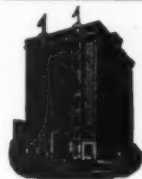
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Thos. F. HEALEY & Sons, Inc.

Fireproof Storage Warehouse

Offices, 2521-23-25 Tilden Ave.

Household Goods
In the Heart of Brooklyn



BROOKLYN, N. Y.

Kings County Warehouses, Inc.

General Offices:
1062-70 St. Johns Place

WITH THIS NEW unit,
we offer the shipper
complete and economical
service in any part
of Brooklyn.

New Fireproof
Storage Warehouse.

John D. White, Pres.
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The New Addition to our Warehouses contains every latest improvement for the care and security of Household Effects. Our Warehouse contains Safe Deposit and Silver Vaults, Cold Storage for Carpets and Furs; Steel Removable Van Bodies for the Storage of Furniture and for house to house removals; Lift Vans for city to city Removals. To save delay for consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Absolutely Fireproof

Long Island Storage Warehouses, Inc.

Nostrand and Gates Avenues

Cable Address Jenkinlis, Western Union

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Established 1889

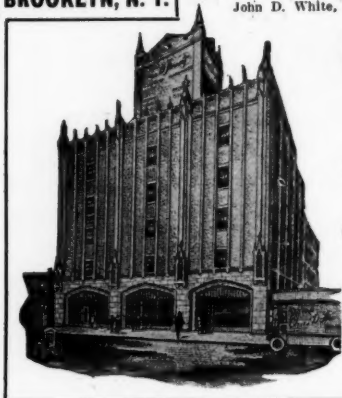
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Fireproof Warehouses
491-501 Bergen St.

"First Moving Vans in America"

Household Goods and Works of Art, Storage, Packing, Shipping
Members: N.Y.F.W.A., N.F.W.A., F.W.A. of B. & L.I.,
Brooklyn Chamber of Commerce

BROOKLYN, N. Y.

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R. C. Knipe, Treas.



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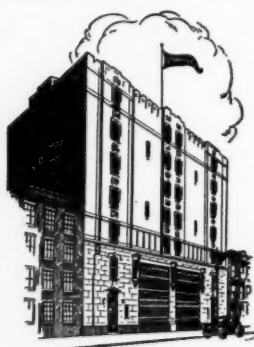
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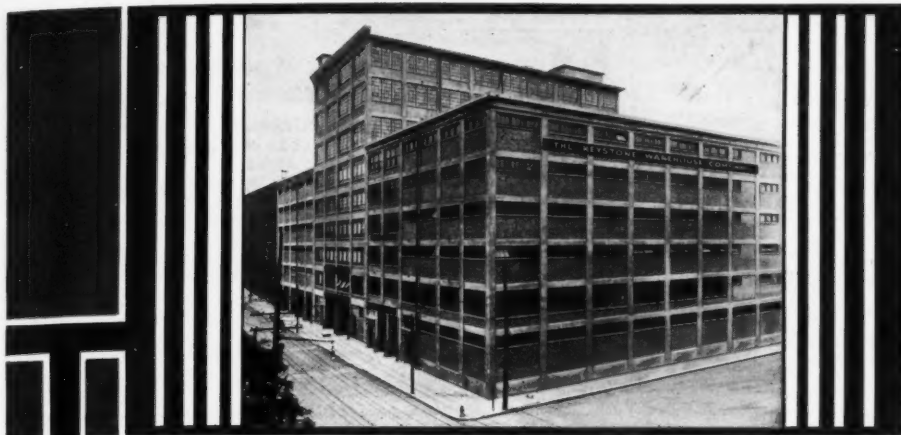
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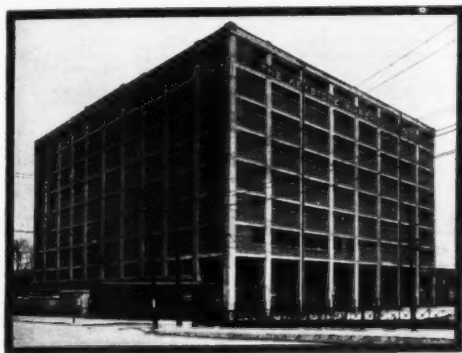


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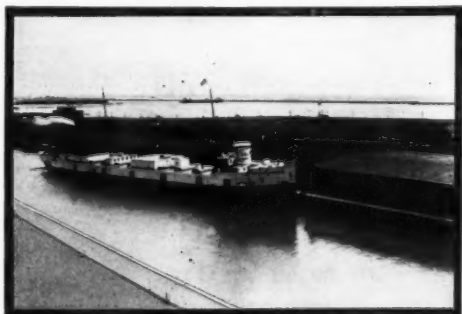


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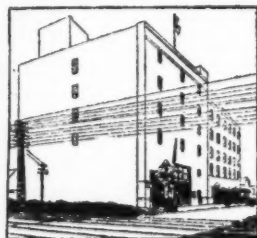
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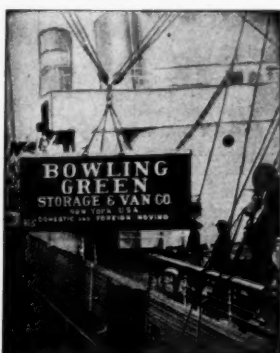
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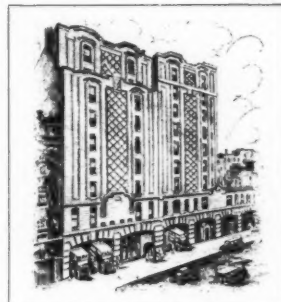
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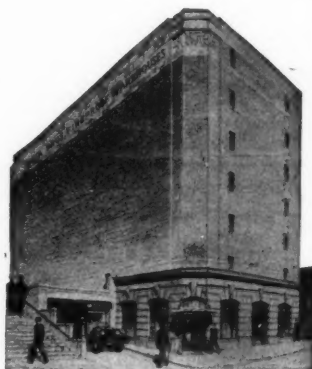
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ROCHESTER STORAGE WAREHOUSES, INC.

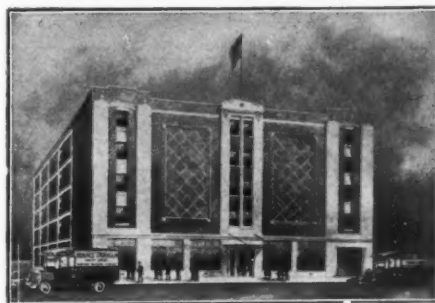
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William Lee & Co.

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Household Goods, Storage, Packing, Shipping
Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

**BROAD STREET WAREHOUSE
CORPORATION**

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

STORAGE DISTRIBUTION
PACKING FORWARDING

Of Merchandise, Automobiles, Household Goods

"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WATERTOWN, N. Y.

Marcy-Buck & Winslow, Inc.

General Storage, Trucking and Transfer
Fireproof Warehouse 25,000 Sq. Feet
Non-fireproof Warehouse 30,000 Sq. Feet
Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—O. N. Y. W. O.

WEST NEW BRIGHTON,
STATEN ISLAND } N. Y.**MOVING AND
STORAGE****WILLIAM A. MORRIS, Inc.**

NO load too small
job too large
distance too far

88 Barker Street, West New Brighton, N. Y.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

107-121 Brookfield St.

Also serving
Tarrytown
Scarsdale
Hartdale
Mamaroneck
Port Chester
Larchmont

One of the most modern and best equipped
Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

**J. H. EVANS & SONS, Inc.**

45 Hamilton Ave.

MOVING — STORAGE

Packing — Crating — Shipping

Serving Entire County Agent U. V. S.

WHITE PLAINS, N. Y.

John Stahl, Pres. and Gen. Mgr.

The Bronx
Bronxville
Mt. Vernon
New Rochelle
Larchmont

John Stahl & Sons

Packing—Fireproof Storage—Moving

Branch Office: 10 Depot Plaza

Main Office:
4761 White Plains Ave.
Bronx, New York City



YONKERS, N. Y.

Distribution That Satisfies

Feuer Storage Warehouse

Yonkers largest fireproof warehouse

Furniture and Merchandise Storage

Serving—Ardale, Bronxville, Crestwood, Dobbs
Ferry, Elmsford, Hastings, Ossining, Riverdale,
Tarrytown, Tuckahoe, Yonkers.



YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

BURLINGTON, N. C.

Barnwell Warehouse & Brokerage Co.

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina.
Distributing trucks going to practically all points in the State daily.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Standard Bonded Warehouse Company

Department DW
Charlotte, N. C.
Office and Warehouse: 221 McCall St.
Merchandise Storage, Packing, Reshipping.
Pool Cars Distributed and Reconsigned.
Private Railroad Siding. Bonded. Sprinklered.
Insurance Rate 13½c.
Member A. W. A.

CHARLOTTE, N. C.

Pool Car Distributors
Private Sidings

**MERCHANDISE
STORAGE**



UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St.
Private Branch Exchange

20 Private Offices
Insurance Rate 25c

GASTONIA, N. C.

**Adams Transfer and
Storage Co.**

(Successors to Huffstatter Transfer Co., Inc.)

Merchandise warehouse. Pool car distribution. Private
siding on Southern Railroad.

431 W. Airline St.

Gastonia, N. C.

The Men Who Distribute

Golden State Milk Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

GREENSBORO, N. C.

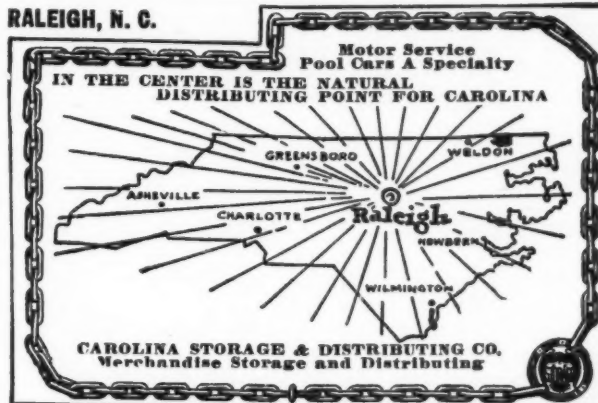


Rucker Bonded Warehouse Corporation
Greensboro, North Carolina

Storage of Merchandise and Household Goods.
Forwarding Merchandise. Private Railroad Sidings.
Sprinkler System. Low Insurance Rate.
Pool Cars Handled Quickly.

MEMBERS: A. W. A., N. F. W. A.

RALEIGH, N. C.



WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION **MOTOR SERVICE**

Use Private Siding—A. C. L. R. R.

WINSTON-SALEM, N. C.

Established 1915

Lentz Transfer & Storage Company

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents.—
General Merchandise Storage and Distribution—Household Goods Storage
—Packing—Shipping Direct R.R. Siding, Pool Car Distribution—Local
and Long Distance Moving.

Member of N. F. W. A.



FARGO, N. D.

NORTHWEST WAREHOUSE CO.

Licensed Bonded

Priv. Siding NPRR. No switching Chg.

Pool Cars — Spot Stocks — Storage

416 N. P. Ave.

FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.

General Storage—Cold Storage
Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two
sprinkler equipped and two fireproof construction. Low insurance
rates. Common storage, cold storage and household goods. Ship in
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue
AWA—ACW—Minn. WA—NFWA.

GRAND FORKS, N. D.

Attention—Traffic Manager!

The recent decision of the I. C. C. in Class Rate Case docket 17000-2 has made it advantageous for you to carry spot stocks and distribute your pool cars at Grand Forks for Northern North Dakota and Northwestern Minnesota. Let us check the rate for you on any commodity.

KEDNEY WAREHOUSE COMPANY, INC.
A. W. A. N. F. W. A. MINN. W. A. D. M. C. A.

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COTTER WAREHOUSES

INCORPORATED
235 E. Mill Street

Concrete, fireproof building. Storage for household goods and merchandise. Local and long distance moving.

AKRON, OHIO

**The KNICKERBOCKER
WAREHOUSE & STORAGE CO.**

36 CHERRY STREET

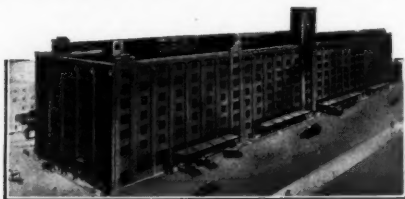
Household Goods and Merchandise
Fireproof Warehouse—Local and long distance moving.

CINCINNATI, OHIO

CINCINNATI TERMINAL WAREHOUSE, INC.

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION



Largest Most Modern Strictly Fireproof Warehouse in Ohio
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI, OHIO

**STORAGE
Warehousing and Distributing**

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage
Penn. R.R. Siding

Pool Cars
Inter-City Truck Depot



CINCINNATI, OHIO

The Fred Pagels Storage Co.
937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

CINCINNATI, OHIO

Anthony D. Bullock—Managing Director

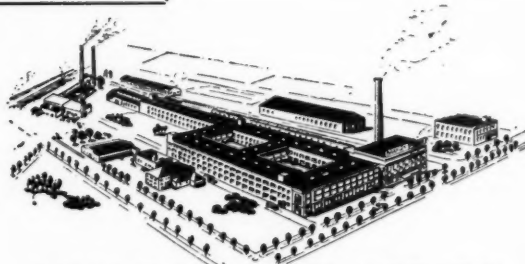
THE SECURITY STORAGE CO.

706 OAK STREET

Packing—Shipping—Storage
Fireproof Warehouse, Private Siding
Consign all Shipments to Avondale Station
H.H.G. Pool Cars Solicited
Member N. F. W. A.—O. W. A.—O. A. C. H.



CLEVELAND, OHIO

**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
and Steam Heated C.F.W.A. O.W.A.

CLEVELAND, OHIO



Central Viaduct and West 14th St.

Local, regional and storage-in-transit
service, offering every facility known
to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

Private Siding NKPRR

**Member: NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION.
CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION.**

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.
Private Siding Erie Ry. East 37th St. Whse. " " " " " "
In Northern Ohio Food Terminal Area

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

W. R. Kissick
Secretary

228 West Broad St., Columbus, Ohio

STORE DOOR DELIVERY

Member—National Furniture Warehousemen's Assn., Ohio Association Commercial Haulers, Ohio Warehousemen's Assn.

1018-32 No. High St.

Columbus, Ohio

COLUMBUS, OHIO

MERCHANDISE STORAGE
and DISTRIBUTIONF
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THE NEILSTON WAREHOUSE CO.

COLUMBUS, OHIO

SWORMSTEDT
STORAGE & VAN CO.

Household Goods and Merchandise

WAREHOUSES

YOUR INTERESTS SCRUPULOUSLY PROTECTED
1340 N. HIGH ST. 402 MT. VERNON AVE.

DAYTON, OHIO

THE GEM CITY Brokerage
and Warehouse CO.

818 and 820 East Monument Ave.

Manufacturers' Distributors and Brokers of food products, storage,
pool car distributors, store door delivery, private siding, Big 4
R.R. free switching from all lines.

DAYTON, OHIO

Established 1864

Larkin Transfer & Storage Co.

521-23 East First St.

MERCHANDISE STORAGE AND DISTRIBUTION
MOTOR TRUCK SERVICE

Private Siding Big Four R. R. Free Switching All Roads

Member Ohio Warehousemen's Ass'n.

DAYTON, OHIO

THOS. F. LARKIN
WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching
from all other lines. Dist. Mdse. Pool Cars. City delivery of
Mdse. Motor truck service.

LAKEWOOD, OHIO

"Across the Hall—Across the Continent"

Consign Cleveland—Lakewood Shipments to

Lakewood Storage, Inc.

14401 Detroit Avenue Lakewood-Cleveland, Ohio
Only Warehouse in Lakewood

MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of
Merchandise. Motor Vans for Local and Long Distance Moving.
Storage for Household Goods and Machinery. Packing and Shipping.
Private Siding New York Central Lines.

MEMBER N. F. W. A.

MIDDLETOWN, OHIO

THE JACKSON SONS CO., INC.
Long Distant Movers and Contract Haulers

REGULAR SERVICE TO

Chicago, Ill., via Ft. Wayne, Ind.
Pittsburgh, Pa., via Zanesville, O.Main Office: N. Sutphin and Fleming Rd.
Middletown, Ohio

SPRINGFIELD, OHIO

Springfield, Ohio Shipments!

Bill Through

WAGNER

WAREHOUSE CORPORATION

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facil-
ities for Pool Car Shipments.Light and Heavy Motor Truck Service for City and Inter-City Trans-
portation.A warehouse service that embodies every modern facility for the
storage and distribution of merchandise.Door to Door Delivery in Dayton—Springfield—Columbus
Daily Freight Service at Freight Rates

Member of A. W. A.

STEUBENVILLE, OHIO

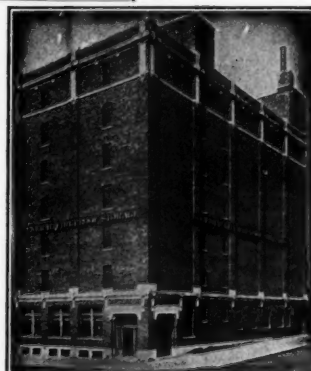
Z. L. TRAVIS, Pres. and Gen. Mgr.

Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Ware-
house—29,000 Sq. Feet
Reinforced ConcreteHousehold Goods Packed,
Shipped and StoredDistribute Household
Goods and Merchan-
dise, Pool Cars, Long
Distance Moving.Consign C. L. Ship-
ments P. C. C. &
St. L.Members:
N. F. W. A.—O. W. A.

TOLEDO, OHIO

W. J. Thompson,
Mgr. & Oper. Exec.The General
Fireproof
Storage Co.
651-655 State St.Storage
Packing
ShippingHousehold Goods
ExclusivelyMember National Furniture
Whsemen's Ass'n., Ohio Fur-
niture Whsemen's Ass'n.

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

**Toledo's and Northwestern Ohio's
Largest Up-to-Date Warehouse**

EVERY MODERN
GENERAL MERCHANDISE AND
COLD STORAGE FACILITY

**Great Lakes Terminal Warehouse Co.
of Toledo**
355 Morris Street

Private Sidings N. Y. C. and B. & O. R.R.

TOLEDO, OHIO

MERCHANTS & MANUFACTURERS WAREHOUSE CO.

23 South Ontario Street
Modern Fireproof Building
Low Insurance Rate
Most Centrally Located
Pool Car Distribution
Nickel Plate Delivery

TOLEDO, OHIO

Let "RATHBUN" Do It
THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.
Equipment Up to 20 Tons Capacity
Storage of Household Goods, Pianos and Merchandise
Members Nat'l F. W. Asso.

TOLEDO, OHIO

The Toledo Merchants Delivery Co.

500-502 Broadway
General Merchandise and Household Goods Storage—Pool Car
Distribution—City Delivery Service—Crating—Packing—Moving
Member: N.F.W.A.—O.A.C.H.—O.W.A.—T.W.T.A.

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.

128-133 Vance St.
Merchandise Storage and Distribution
Excellent Service
Member A. W. A.

TROY, OHIO

"21 YEARS OF SERVICE IN DISTRIBUTION"

CITY TRANSFER & STORAGE CO.

Two Private Sidings—Big Four and B. & O. R.R.
Our Own Fleet of Motor Trucks for Local and
Intercity Deliveries

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

EST. 1887
CRATING — PACKING — MOVING
STORAGE
YOUNGSTOWN, OHIO

OKLAHOMA CITY, OKLA.

Member A. W. A.

Commercial Warehouse Co.

Exclusive Merchandise Storage
Pool Car Distributors
Free Switching
16c. Insurance

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution



MOTOR
TRUCKS
& TEAMING

HOUSEHOLD
GOODS

MERCHANDISE

MEMBERS
NFWA, AWA,
Am. Chain Dist.
Service, Inc.

OKLAHOMA CITY, OKLA.



OKLAHOMA CITY, OKLA.

**ROCK ISLAND TRANSFER &
STORAGE CO.**

510-512 E. Grand Avenue
Storage and distribution of general merchandise. Motor
trucks for local and long distance work. Members
National Furniture Warehousemen's Association.

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Federal Storage Company

GENERAL WAREHOUSING & DISTRIBUTION
CLOSE TO RETAIL DISTRICT
LOW INSURANCE SPRINKLER SYSTEM
MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

The Men Who Distribute

**"Dasco" Steel Cutlery and
Tools**

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association

TULSA, OKLA.



Fire Proof Warehouse
Merchandise and Household Goods Storage
Oklahoma's Leading Warehouse

Tulsa Terminal Storage & Transfer Co.
8 N. Cheyenne Tulsa, Okla.
Members A.W.A., N.F.W.A., A.C.W.

WOODWARD, OKLA.

Shugart Transfer and Storage

MOVING, PACKING, SHIPPING

Receivers and Distributors of Freight in Car Lots

Private car siding, 2 Warehouses, for General Merchandise and Household Goods. Bonded and Insured Truck Service.

1002 Ninth St.

Woodward, Okla.

KLAMATH FALLS, ORE.

KLAMATH WAREHOUSE

444 SPRING STREET

Operated by

KLAMATH FALLS TRANSFER & STORAGE CO.

A new clean storage warehouse on trackage for all classes of storage.

Distribution and trucking business in connection.

Member of Oregon State Warehousemen's Association

Member of Ore. S. W. A. and A. W. A.

KLAMATH FALLS, ORE.

State No. 187

Licensed

Bonded 1918

Frost and Fireproof

PEOPLES WAREHOUSE

"If Storable, We Store It"

Complete Distribution

MOTOR FREIGHT TERMINAL—S. P. TRUCKAGE

Reference: Any Bank in Klamath Falls

PORTLAND, ORE.

W. H. McMurtry, Oper. Exec.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act.

Merchandise, Storage and Distribution.

Private Siding. Free Switching. Sprinklered.

450 GLISAN STREET

PORTLAND, ORE.

HOLMAN TRANSFER CO.

480 HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION

A SPECIALTY

Member A. W. A.—Amer. Chain

Established 1884

PORTLAND, ORE.

J. H. Cummings, Pres.

MERCHANDISE**STORAGE & WAREHOUSING****Northwestern Transfer Co.**

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

*Our private siding is served by
all railroads*

175 15th St., North

PORTLAND, OREGON

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established in 1848

474 Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped.

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

**DISTRIBUTION
A SPECIALTY**

Low Rates Prompt Service
Commercial Accounts Only

Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—32 Motor Trucks
Just consign Your LCL or Carload Shipments

TO

RAPID TRANSFER & STORAGE CO., INC.

200-208 OAK ST.

PORTLAND, OREGON

and we will do the rest.

PORTLAND, ORE.

Rudie Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fw'd'g Co.

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Send Shipments to
ALLENTOWN, BETHLEHEM and EASTON, PA., to
F. G. Lazarus—20th Century Storage
Household Goods Packed, Stored and Shipped
General Merchandise Distribution
Pool Car Shipments
Direct R. R. Siding: Lehigh Valley
Members Penn. F. W. A.

BETHLEHEM, PA.

500,000 CU. FT. COLD
STORAGE
200,000 SQ. FT. DRY
HOUSEHOLD
STORAGE



Serving
ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.

**LEHIGH AND NEW ENGLAND TERMINAL WARE-
HOUSE COMPANY**

15th Avenue, North of Broad St., Bethlehem, Pa.

CHESTER, PA.

SINCE 1874



Headley's
Express & Storage Co., Inc.
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

DONORA, PA.

AL ZEFFIRO
TRANSFER & STORAGE



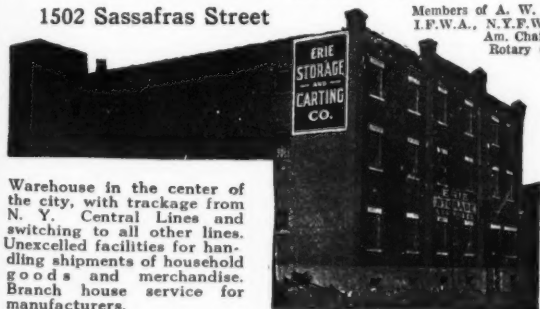
Gen. Offices: 8th St. and Meldon Ave.
Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution.
Specialists in Pool Car Distribution and Long Distance Hauling

ERIE, PA.

ERIE
STORAGE & CARTING CO.

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary Club



Warehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for han-
dling shipments of household
goods and merchandise.
Branch house service for
manufacturers.

HARRISBURG, PA.

"Transportation Specialists"

CENTRAL STORAGE & TRANSFER CO.
11th AND STATE ST.

Pool Car Distribution Specialists.
Fleet of 25 trucks for local and long distance delivery.
Hauling of all kinds.
Household Goods and General Merchandise.
Daily truck connections to points within 100 mile radius.
Largest trucking concern in Central Pennsylvania.

HARRISBURG, PA.

Pool Cars
Efficiently
Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's
Association, Penna. Furniture Warehousemen's Association

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities Pool Car Distribution
Members American Chain of Warehouses

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S AUTO TRANSFER

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping
Merchandise Storage and Distribution
Pool Cars Distributed. Local and Long Distance Hauling
Affiliated with the United Van Service
Members of N. F. W. A.



JOHNSTOWN, PA.

Johnstown Terminal Storage Co.



General Merchandise Storage and Distribution
Complete Warehouse Service in the Largest Ware-
house in Central and Western Pennsylvania
Direct R.R. Siding, Penn. R.R. Low Insur-
ance Rate. Pool Cars Distributed.

JOHNSTOWN, PA.

I. D. REPLOGLE STORAGE CO.

438 HORNER ST.

Household Goods Storage, Packing, Shipping
General Merchandise Storage
Pool Car Distribution
Private Siding. Specify B. & O. Delivery



LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

Members P.F.W.A. P.S.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

NEW CASTLE, PA.

Keystone-Lawrence Transfer & Storage Co.Packing, Crating, Storage and Shipping
of Household GoodsMerchandise distribution. Pool car shipments. Motor
trucks for light and heavy hauling and long distance moving.
Members N. F. W. A. Members Penna. Warehouse Assoc.

OIL CITY, PA.

**CARNAHAN
Transfer and Storage**The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents Members N. F. W. A.

PHILADELPHIA, PA.

**ATLAS
STORAGE WAREHOUSE COMPANY**

FIREPROOF DEPOSITORIES

4015 Walnut St. 3939 Germantown Ave.
Member N. F. W. A., P. F. W. A. and C. S. & T. A.

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.

Absolutely Fireproof 46th and Girard Ave.

Cable Address "Fence"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

**FIDELITY—20th CENTURY
STORAGE WAREHOUSES**

GENERAL OFFICES—1811 MARKET ST.

H. NORRIS HARRISON, Pres.

F. L. HARNER, Vice-Pres., Treas.

LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T.,
P. F. W. A.

PHILADELPHIA, PA.

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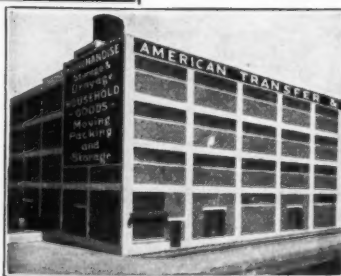
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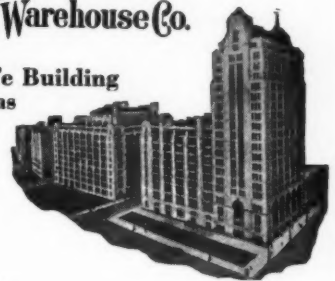
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38,000 Square Feet Floor Space—Automatic Sprinkler System—
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POOL CAR DISTRIBUTION—RAILROAD SIDING—FREE
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Capacity 500 Cars

Private Railroad Siding



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